

The American Perfumer

and Essential Oil Review
PERFUMER PUBLISHING CO.

APRIL 1920

80 MAIDEN LANE, NEW YORK

VOL. XV
NO. 2

COULD BE THE LARGEST CONSUMER
MUST BE A REASON FOR IT



HERBRANDS CONCRETES AND ESSENTIAL OILS
PURITAN BLEND SYNTHETIC
EMERY CANDLE OILS STEARIC ACID

SOLE AGENTS
ROCKHILL & VICTOR

AMERICAN CAN COMPANY

(STOPPER FACTORY)
NEW YORK

FLORENTINE—ORRIS ROOT—VERONA

POWDERED

Our powdered Florentine Orris Root is milled from Select Florentine Root only, on which we have built a reputation.

Preferred and used by manufacturers of high quality products.

CASTILE SOAP

POWDERED

LAVENDER FLOWERS

SELECT

H. R. LATHROP & CO., Inc., 110-116 Beekman St.
New York

Established 1910

CHUIT, NAEF & CO., Geneva, Switzerland

M. NAEF & CO., Successor

**PERFUMERY
SYNTHETICS**

AND

AROMATIC CHEMICALS

STAPLES

Wherein Constant Improvements Emphasize Traditional Leadership

NOVELTIES

Whereof the Dominant Note Is One of Fresh Originality

UNGERER & COMPANY, 124 West 19th St., New York

LIQUID AUBEPINE

Manufactured at Linden, N. J.

OIL SANDALWOOD

East Indian
"W. J. B."

Distilled at Linden, N. J.

The rich aroma of this Oil is retained unimpaired, making it especially suitable for perfumers' use.

W. J. BUSH & CO.

(INCORPORATED)

100 WILLIAM ST.

NEW YORK, N. Y.

"I recall how I went home along the damp, sweet scented lanes through the gray mist of the rain; and that night, when the sky had cleared and the nightingales sang, I looked out at the moon riding at anchor, a silver boat in a still blue sea, ablaze with the headlights of the STARS."

—The Road Mender.

STAR VIOLET

\$5⁰⁰ a lb.

*Is your Violet satisfactory?
What is its cost?*

CHARLES V. SPARILAWK
DRUGS, ESSENTIAL OILS
AND CHEMICALS
NEW YORK CITY
NEW YORK

LAUTIER FILS

GRASSE, FRANCE

PURE NATURAL

SEMI LIQUID FLOWER ESSENCES

FOR PERFUMERY

Samples and prices cheerfully furnished

SOLE AGENTS

GEORGE LUEDERS & CO.

New York Chicago San Francisco Montreal

We have received direct shipments of

OIL OF YLANG YLANG

OIL OF VETIVERT

OIL OF GERANIUM

FROM BOURBON ISLANDS

All very high grade Oils and at the right prices.

GEORGE LUEDERS & CO.
NEW YORK

Branches: Chicago, San Francisco, Montreal

The

TWO
TWEN

LOUIS
EDWA

The U
Cana
Forei

MA
Franc
C. M.

FLAV
Joyce,
iary, I

PER
Levy,
25 W.

NAT
Presid
Attorn

BAR
James
West

PER
CAGO—
'96 N.

EDIT

Fren
Was
Look
Fore

Manufac
"Busine
Babson
Dry Law

FLAVO
Offic
Ital
Glyc

TRADE
New Pu
In Mem
Patents
Foreign

SOAP D
Cast
Colo
Stud

Prop
War
Man
Febr
Mark

The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

TWO DOLLARS A YEAR.
TWENTY CENTS A COPY.

NEW YORK, APRIL, 1920

Vol. XV, No. 2

THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW

PUBLISHED MONTHLY.

PERFUMER PUBLISHING COMPANY 14 Cliff Street

LOUIS SPENCER LEVY, President and Treasurer } 14 Cliff Street
EDWARD W. DREW, Secretary } New York

TERMS OF SUBSCRIPTION

The United States and Possessions, - \$2.00 A Year
Canada, Cuba and Mexico, - 2.50 " "
Foreign, (Countries in the Postal Union) - 3.00 " "

MANUFACTURING PERFUMERS' ASSOCIATION.—President, Francis W. Jones, Melba Co., Chicago, Ill.; Secretary, C. M. Baker, 309 Broadway, New York.

FLAVORING EXTRACT MFRS. ASSN.—President, Charles D. Joyce, 2228 North Tenth street, Philadelphia, Pa.; Secretary, L. K. Talmadge, Springfield, Mass.

PERFUME IMPORTERS' ASSOCIATION.—President, B. E. Levy, 714 Fifth Ave., New York; Secretary, W. G. Walker, 25 W. 32d street, New York.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—President, G. J. Hurty, Indianapolis, Ind.; Secretary and Attorney, Thos. E. Lannen, Chicago, Ill.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—President, James C. Barry, Chicago, Ill.; Secretary, Joseph Byrne, 25 West 42d street, New York.

PERFUMERY, SOAP AND EXTRACT ASSOCIATION OF CHICAGO.—President, H. D. Crooks; Secretary, Jos. De Lorme, 35 N. La Salle street, Chicago.

CONTENTS

Copyright, 1920, by Perfumer Publishing Company

EDITORIAL	Page
French Raw Material Embargo; Perfumery Pure Food Law...	32
Washington, Prohibition, Etc.; Alcohol Regulations...	32
Look Out for Stolen Goods; Changing Wood Alcohol's Name...	33
Foreign Trade Convention; Chemists' Club Election...	34
Manufacturing Perfumers' Convention Proceedings...	35
"Business Men in Politics," Hon. Bert M. Fernald...	47
Babson Reviews the Summer Trade Outlook...	50
Dry Law Conferences and Rulings in Washington...	51
FLAVORING EXTRACT SECTION:	
Official Report of the F. E. M. A.	53
Utah Extract Regulations; Pure Food and Drug Notes...	54
Glycerine as a Substitute for Alcohol in Food Flavors...	55
TRADE NOTES	58
New Publications, Price Lists, Etc.; New Incorporations...	65
In Memoriam for Departed Friends...	68
Patents and Trade Marks...	69
Foreign Correspondence and Market Report...	70
SOAP INDUSTRY SECTION:	
Castile Soap; German Potash Situation...	73
Color Standards for Cotton Seed Oil...	73
Study of Oil from Sumac (Rhus Glabra)...	74
Proposed Changes in the Soaps of the U. S. F.	75
Warning on Castile Soap Imitations...	76
Manual for the Increase of Fat Production...	77
February Soap Exports from the United States...	79
Market Reviews on Soap Materials...	80

MANUFACTURING PERFUMERS MEET.

The twenty-sixth annual convention of the Manufacturing Perfumers' Association of the United States, held in this city April 6 to 8, was a marked success. Not only was the attendance much larger than heretofore, but the out-of-town contingent showed up in larger numbers than usual. The program, both business and social, was ample and was carried out with satisfaction to the members.

The progressive spirit which has been in evidence in the association in the last few years again was dominant. Not only was new, live blood injected into the board of officers, but care was taken to retain the services of tried and true veterans who have piloted the industry through the trying periods of war and prohibition evolution.

The retiring president, Mr. A. M. Spiehler, who has served five terms, and who more than once has come to the front nobly in critical situations, is more than deserving of the high praise showered upon him in the convention for his magnificent services to the perfume industry of America. While all will regret that he could no longer hold the reins of chief executive, his presence on the executive board, in a measure, will offset his retirement, for his counsel and assistance will continue to be available. The new president, Mr. Francis W. Jones, of the Melba Mfg. Co., Chicago, will prove a worthy successor to Mr. Spiehler. Mr. Jones is of a type of the hardworking, progressive and successful man of vision and accomplishment. The association is to be congratulated upon having made this happy choice of a successor to Mr. Spiehler.

The retiring secretary-treasurer, Mr. Walter Mueller, also has served five terms and would continue his splendid service but for the fact that a change in his business relations prevents him from so doing. Mr. Mueller's administration has been marked by energy, intelligence, devotion to duty and constructive improvements in the conduct of his office, making it much more useful to the members than any one believed possible a few years ago. His successor, Mr. C. M. Baker, of Pond's Extract Co., New York, has been on the executive board for several years and is amply equipped by energy, experience and knowledge of the needs of the members to continue the good work.

The entire board of officers, in fact, is made up of men who have proved their right to be there by generous, faithful and successful service to their fellow members.

A PERFUMERY "PURE FOOD" LAW.

Our readers will recollect that when the first Federal Pure Food Law was enacted more than ten years ago, what striking changes immediately became necessary in many trade practices which had been sanctioned by long usage. Among a few instances may be mentioned the abandonment of the use of the word "maraschino" for cherries which were not treated with maraschino liqueur, the reformation of labels showing "Vermont Maple Syrup" which accompanied only cane sugar or glucose syrup, the substitution of the words "non-sweetened evaporated milk" for the term "evaporated cream," an article which never existed, and other striking changes required by the rather drastic terms of the new law.

No Pure Food Law for perfumery has yet been enacted but Congress has taken one step in this direction when in the amendment to the present trade mark law approved by the President, March 19, 1920, in Section 3 the following provision was inserted in the law:

Sec. 3. That any person who shall wilfully and with intent to deceive, affix, apply, or annex, or use in connection with any article or articles of merchandise, or any container or containers of the same, a false designation of origin, including words or other symbols, tending to falsely identify the origin of the merchandise, and shall then cause such merchandise to enter into interstate or foreign commerce, and any person who shall knowingly cause or procure the same to be transported in interstate or foreign commerce or commerce with Indian tribes, or shall knowingly deliver the same to any carrier to be so transported, shall be liable to an action at law for damages and to an action in equity for an injunction, at the suits of any person, firm or corporation, doing business in the locality falsely indicated as that of origin, or in the region in which said locality is situated, or at the suit of any association of such persons, firms, or corporations.

Here is a piece of specific legislation which forbids the misuse of any geographical term on merchandise or any container or containers of the same and also permits any person or firm actually located in the place falsely used as a designation of origin by another to bring suit for an injunction and damages on account of the misuse of such geographical name.

If this has any meaning at all, it means that a perfumer who uses the word France or Paris on his labels to designate the origin of the goods can be proceeded against under this statute.

The announcement of the Perfumery Importers' Association on advertising page 64 of this issue is therefore a timely one and it behooves all perfumers to be sure that their labels do not come within the provisions of this statute.

Just, as when the Pure Food Law was passed, honest manufacturers suffered the least embarrassment on account of any necessary change in their labels, so with the passage of the Federal Statute against the use of false designations of origin, honest perfumers will find that they have little to fear from the operations of the act.

THE FRENCH RAW MATERIAL "EMBARGO."

Reports differ regarding the proposal said to be under consideration in France to prohibit the exportation of certain perfumery materials to the United States. The Manufacturing Perfumers' Association has been informed that a bill actually has been introduced in the French Parliament to carry out this intention, but on the other hand persons

who have arrived recently from Paris declare there is no movement in that direction in the French perfumery industry.

The association, in accordance with its policy of acting quickly to protect the industry, has passed strong resolutions (see page 41 of the convention report) calling upon the State Department at Washington to look into the matter and directing the Legislative Committee to seek appropriate legislation in Congress, should that course be necessary to protect American manufacturers.

This may prove to be a serious matter and the association was right in taking a firm stand. If France proposes to shut off perfume material supplies from the United States it must follow inevitably that steps will be taken in retaliation. Naturally France cannot expect to hamper an important American industry by withholding raw supplies and send in the finished product to fill the market thus made bare. It would be far away from all reason.

WASHINGTON, PROHIBITION, ALBANY, ETC.

Our Washington budget gives an account of the recent conference between representatives of the perfumery industry and other manufacturers with the internal revenue authorities with the object of cutting some of the unnecessary red tape which ties up the distribution of industrial alcohol. We understand that modifications of the regulations may be expected soon, thanks largely to President Spieghler, of the M. P. A. and its Washington representative, Mr. Crounse.

The United States Supreme Court has postponed its decision on the validity of the Volstead Law and the Eighteenth Amendment. Meanwhile there is nothing for our readers to do but continue to act pursuant to the prohibition regulations.

As we go to press the New York Legislature is in the throes of adjournment and there seems to be no probability of any legislation being put through on prohibition.

In Washington there has been renewed talk of getting rid of the obnoxious excess profits tax and the so-called luxury taxes, but action seems far off. A substitute that would yield a larger sum has been proposed in the shape of a general consumers tax placed on all articles sold at retail. It is rather hazy just at present, and its merits or disadvantages have not yet been canvassed to any great extent.

ALCOHOL AND OTHER REGULATIONS.

The Bureau of Internal Revenue has issued as supplements to Treasury Decisions the following:

Regulations 59, relating to the special taxes upon businesses and occupations and the use of boats.

Regulations 60, relative to the manufacture, sale, barter, transportation, importation, exportation, delivery, furnishing, purchase, possession and use of intoxicating liquor under the provisions of the National Prohibition Act.

Regulations 61, relative to the production, tax payment, etc., of industrial alcohol and to the manufacture, sale and use of denatured alcohol, under the same act.

Would Not Be Without "The Perfumer."

(From E. M. Laning, Chemist, Brooklyn, N. Y.)

I find your publication very beneficial and would not be without the same

A MILE-STONE IN OUR JOURNEY.

The current issue marks a mile-stone in the development of this journal. Instead of dwelling upon the contents of this number, we leave it to our readers to peruse it carefully and they will find a well balanced publication giving the news of the industry up to the minute, treated in full and comprehensive manner. In addition to this, the scientific development of the various branches is given adequate attention, while the market conditions and trademark and patent activities at Washington are also covered in the fullest possible style.

All this is made easier by the whole-hearted cooperation of our advertisers who are using our pages to an ever increasing extent, and they in turn are impelled to this course by the excellent results that they secure from our readers. Thus the circle is complete, and grows ever larger in its circumference as the industry itself grows.

We invite the careful attention of our readers to the advertising as well as to the text, for they will find therein a mine of valuable information, no less important than the editorial pages.

INTERNATIONAL COMMERCE CHAMBER.

The new International Chamber of Commerce, projected at the International Trade Conference at Atlantic City last October, will be formally organized, it is announced by the Chamber of Commerce of the United States, at Paris during the week of June 21. Invitations have been sent out by the American group of the International Organization Committee to business and industrial associations, asking them to name delegates to participate in the organization meeting. About 100 American delegates are expected to attend. Plans will be presented by the Organization Committee for a strong and active International Chamber. Steps will be taken for the creation of a permanent international headquarters; officers will be elected and the work of the Chamber will actually begin.

In view of the disturbed conditions in international trade due to the exchange situation this meeting is expected to assume considerable importance. The important question of international credit, as well as shipping, tariff regulations, unfair competition in international trade, and other problems affecting stability in international trade and production in all the principal countries in the world, will be discussed.

FOR U. S. A. ADVERTISING DEPARTMENT.

A plan for a Federal Department of Advertising, presented in the form of a proposed bill creating it, will be offered at the Indianapolis convention of the Associated Advertising Clubs, June 6 to 10, the program committee announces. The bill, which will be drawn by eminent authorities, will be presented by a man of high position, who will show, briefly, what advertising has done and still must do for the Government.

There will be an inspirational meeting Sunday afternoon, with sermons in five leading churches, preached by men of prominence in the advertising and publishing fields. General sessions will take place Monday, Tuesday and Wednesday forenoons, Wednesday night and Thursday afternoon. Many interesting features are provided.

THE AMERICAN PERFUMER'S NEW HOME.

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW has moved into new and larger quarters at 14 Cliff street, just off of John street. The new telephone numbers are Beekman 791 and 792. The impossibility of adding to our office space at 80 Maiden Lane and the urgent demand for more room to handle our constantly growing business made the change imperative. At 14 Cliff street we will have twice the old floor area and in other respects the move is beneficial. We shall be glad to see our friends in our new home.

WHAT IS MASCARO?

The attention of our readers is invited to the announcement on page 65 of this issue regarding the ownership of the name Mascaro long well known to the perfumery trade. It may surprise some of the newer toilet goods manufacturers that Mascaro should be claimed as the exclusive property of one concern, but the advertisement on page 65 can mean nothing else than that Panafieu Pere et Fils fully expect to sustain their legal title to the Mascaro trade mark.

This journal already has been informed that one concern which has been hitherto prominent in the manufacture of so-called Mascaro, after an examination of the claims of Panafieu Pere et Fils, has become satisfied that the legal title rests in this firm and therefore will promptly adopt another name for its product.

Park & Tilford report that shipments of Mascaro from abroad are now ample and that they will be fully able to supply the market hereafter.

LOOK OUT FOR STOLEN PRODUCTS!

Several New York importers of perfumery raw materials have brought to our attention very annoying thefts of French floral concretes and other valuable raw materials. Some of these products have come back to the hands of the original owners through devious channels, and it is expected that those responsible for the felonious abstractions of these products will soon be apprehended.

We have been requested to bring this situation to the attention of our readers, and to add that all users of these products are requested to communicate promptly with the authorized agents of any brands that may be offered through other than the usual channels.

CHANGING WOOD ALCOHOL'S NAME.

At the St. Louis meeting of the American Chemical Society Dr. Charles Baskerville, professor of chemistry at the College of the City of New York, suggested to the pharmaceutical section that the name "wood alcohol" be dropped and that all packages containing the liquid be henceforth labeled "Methanol."

"Stress laid upon the mere matter of a name," said Dr. Baskerville, "may appear quite trivial, but there are strong reasons for considering it. The layman knows that alcohol is the stuff that cheers the downhearted; that, uncontrolled, it has been a curse in the world; that it is the real thing in the disguise of beer or light wine, which formerly rested him when the arduous day's work was done.

"So he sees the can or vessel with the label 'alcohol' on it, and as he knows alcohol is the thing that gives the kick,

rest or cheer, he is going to take it without considering the qualifying word 'methyl,' 'wood,' or what not. He is little deterred by the poison label.

"Therefore, it shall be the purpose of some influential chemists and of the powers that be in the transmission of chemical terms in the English language to see to it that the word 'alcohol' ceases its present significant use, at least in chemical literature. This movement is already under way, as producers in this country of 90 per cent. of the refined methyl hydroxide, popularly known as wood alcohol, have decided that hereafter all packages containing it shall be labeled 'methanol,' and so their advertisements read in the trade journals this day."

RETURNING UNDELIVERED MAIL.

In conformity with a recent Act of Congress, the Post Office Department has promulgated regulations providing for the return to sender, or forwarding to a new address, of undeliverable second, third and fourth class mail matter bearing sender's pledge that postage thereon will be paid. While no particular form of pledge is prescribed, the following forms have been suggested by the Department as suitable:

Postmaster: If undeliverable please return after days. Postage for return will be paid on delivery to sender.

Postmaster: If undeliverable at your office and addressee's new address is known, please forward, rated with postage due to cover forwarding charge. If undeliverable to addressee, return to sender. Payment of forwarding and return postage guaranteed by sender.

Postmaster: If undeliverable and not forwardable to addressee, please forward to at (giving name and address of person to whom matter is to be delivered) rated with postage due to cover forwarding charge, payment of which on delivery is guaranteed by sender.

Whatever form of pledge he used, it must be placed immediately below the sender's return card, which is required in all cases, in the upper left-hand corner of the address side.

When the postage on mail of the fourth class forwarded or returned in accordance with the foregoing amounts to twenty-five cents or more the mail is subject to a war stamp tax of one cent for each postage charge of twenty-five cents, or fraction thereof, which must be paid on delivery of the matter by means of internal revenue stamps affixed thereto and canceled in the usual manner.

PREVENTABLE FIRES.

The total loss from fires in 1918 is estimated at \$351,000,000, of which \$195,067,000 was preventable according to the National Board of Fire Underwriters. The losses due from preventable causes are set down as \$11,985,782 resulting from defective chimneys and flues, \$2,743,080 caused by natural or artificial gas; \$3,203,075 caused by hot ashes, coals and open fires; \$3,902,624 caused by unprotected lights; \$6,471,119 caused by petroleum and its products; \$6,703,037 caused by sparks on roofs, and \$12,234,455 caused by stoves, furnaces, boilers and their pipes.

A total of \$63,735,399 of the loss is set down as due to partly preventable causes such as electricity, explosions, sparks from machinery, incendiarism, lighted sparks from combustion and spontaneous combustion.

These figures furnish fresh reason for the adoption of all available measures to prevent the enormous fire waste that takes place each year in the United States. Every business man should do his share toward prevention.

OUR ADVERTISERS

FEDERAL PRODUCTS CO.
CINCINNATI, OHIO

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,
80 Maiden Lane, New York.

Gentlemen:

We believe in giving credit where credit is due, and it is for this reason that we want you to know of the satisfactory results obtained through your publication. We have evidence in a good many instances by which we can trace, directly to your publication, inquiries which have since developed into satisfactory connections, and we want you to know that our relations have been and still are most satisfactory.

Yours very truly,

FEDERAL PRODUCTS CO.

LOWER PRICES DUE, SAYS RESERVE BOARD.

The peak of high prices has been reached, according to the Federal Reserve Board, whose latest report says "hesitation, if not an actual recession, is noted." Relief from the high prices for the consumer will not be completely obtained until present stocks are absorbed in practically all lines, according to the board's view. Manufacturers everywhere, however, expect a gradual recession. The report says:

"The outlook for the spring season, both industrially and agriculturally, is excellent, the chief modifying factors in the situation being inadequacy of labor supply and shortage of various kinds of materials, as well as of borrowing facilities of banks."

FOREIGN TRADE CONVENTION.

More than 1,200 delegates already have been accredited from the United States and from abroad to the seventh national foreign trade convention in San Francisco May 12-15, 1920, the Pacific Coast committee in charge has announced. An attendance of at least twice that number is assured, it was said. Delegates will be carried to the convention from American points by three special trains routed over Northern, Middle Western and Southern routes. The general theme for the convention will be "The Effect of Being a Creditor Nation," according to James A. Farrell, chairman of the National Foreign Trade Council.

CHEMISTS' CLUB ELECTION.

Ballots issued for officers and trustees of the Chemists' Club, to be elected May 5, contain the following nominees: For president, Ellwood Hendrick; first vice-president, W. F. Hoffmann; second vice-president (non-resident), Victor G. Bloede and A. V. H. Mory; secretary, J. R. M. Klotz; treasurer, Henry M. Toch. Two trustees are to be elected from among the following: R. H. McKee, T. R. Duggan, F. J. Metzger, K. G. Mackenzie, B. Speed and C. E. Sholes. Voting is not restricted to the nominees.

Glad to Renew Subscription.

(From the J. B. Williams Company, Mr. J. V. Reed, Manager Sales Department, Toilet Preparations, New York.)

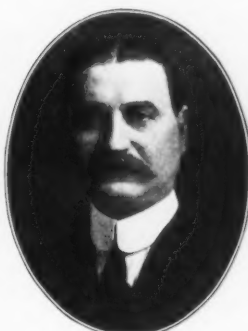
We assure you we are very glad to renew our subscription.

PROCEEDINGS OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES

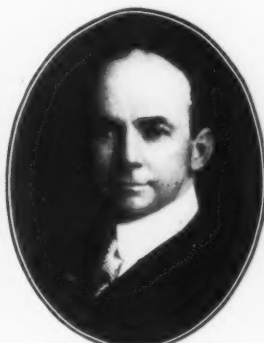
Twenty-sixth Annual Meeting, New York, April 6, 7, 8, 1920



FRANCIS W. JONES
(President)



A. M. SPIEHLER
(Retiring President)



P. E. PAGE
(First Vice President)



EDWIN SEFTON
(Second Vice President)



C. M. BAKER
(Secretary-Treasurer)



V. C. DAGGETT
(Executive Committee)



D. H. McCONNELL
(Executive Committee)



HOWARD GOODRICH
(Executive Committee)

President—FRANCIS W. JONES, Chicago.

First Vice-President—P. E. PAGE, Brooklyn, N. Y.

Second Vice-President—EDWIN SEFTON, New York.

Secretary and Treasurer—C. M. BAKER, New York.

Executive Board—1921, HOWARD GOODRICH, Omaha; W. A. BRADLEY, New York; 1922, GILBERT COLGATE, New York; V. VIVAUDOU, New York; FELIX LOWY, Milwaukee; F. C. ADAMS, Cincinnati; NORTHAM WARREN, New York; W. L. SCHULTZ, Hoboken, N. J.; 1923, D. H. McCONNELL, New York; A. M. SPIEHLER, Rochester, N. Y.; V. C. DAGGETT, New York.

The twenty-sixth annual meeting of the Manufacturing Perfumers' Association of the United States, which was held in the Biltmore Hotel, New York, April 6, 7 and 8, was unquestionably the best attended and most successful gathering the association has ever held, both from an instructive and business point of view, and in the excellence of the entertainment provided by the committee. A. M. Spiehler, of Rochester, president of the association, presided with his accustomed courtesy and the proceedings were conducted with celerity and discrimination.

As a preliminary W. H. Green, chairman of the Entertainment Committee, outlined the program in detail.

President Spiehler next reviewed the work of the year.

PRESIDENT SPIEHLER'S ANNUAL ADDRESS.

"FELLOW MEMBERS:—The old saying 'the unexpected always happens' did not apply to us during the year, but

the expected did happen. The fears entertained by the officers of our association of a year ago proved to be based on sound judgment, the troubles looked for came upon us, even sooner than we anticipated.

"The course decided upon at the last annual meeting has been fully justified. It was indeed very fortunate that our forces were so completely mobilized for action before final adjournment, as only a few days after our last meeting, the first attack was launched against our industry, by the introduction of a bill, which after many changes, is the present Federal Prohibition Enforcement Act. Had we not been thoroughly organized, alert and aggressive to the extreme, it is doubtful if it would be possible today to manufacture any toilet preparations containing more than one-half of one per cent of alcohol.

"We occupied a very peculiar position, so different in the essential respects to all other allied trades, that we stood practically alone and were compelled to prove our claims to the satisfaction of those responsible for the framing of that bill. We stood alone; our goods were never intended to be taken internally, but we do use alcohol, and were forced in on the regulations affecting medicines, beverages and preparations, far removed from the uses for which our goods are made.

"This was only a beginning, we are still in the thick woods, as each State is compelled under the Eighteenth Amendment to enact State Laws for the enforcement of this Constitutional Amendment.

"The details of these activities will be brought to your attention by reports of our representatives and Legislative Committee, and believe you will thoroughly agree with me

that the legislative work has been splendidly handled by the Legislative Committee: Mr. Crounse, Mr. Smith, and his associate, Mr. Cobalan.

"Associations are being recognized more and more every day for authentic information, and trade practices; so much so in fact, that now a membership in our association is almost equivalent in character and importance to a bond for conduct and standing, and urge upon this meeting to complete the task undertaken at the last annual meeting, and referred to this meeting, to so modify the procedure of procuring information regarding applicants to membership, that we will not be obliged to vote on any applicant without first having a complete record of the personal and business practices of the applicant.

"In the past so much has been said about misbranding, a subject which was very irksome and hard to handle, and seemed almost impossible to be properly adjusted, however, a court order was rendered March 18, 1920, which may have important bearing on the labeling of American perfumery. Our counsel, Mr. Smith, will explain the findings of the court so that you may have it right from the proper legal point of view.

"Another very important decision of the Supreme Court of the United States was in reference to what is known now as the Colgate plan. This will also be explained by Mr. Smith.

"You will be called upon to decide a course to protect an infant industry, the manufacture of dye stuffs and synthetic odoriferous or aromatic substances, preparations and mixtures, used in the manufacture of perfumery. A year ago we put ourselves on record favoring tariff protection, but now more drastic protection is being sought by the manufacturers and they are trying to have a bill passed which would shut off from import into this country all such odoriferous or aromatic substances, preparations and mixtures used in the manufacture of perfumery, as are being manufactured in this country, usually as a by-product, in the making of dye stuffs. Do we want the world to draw upon for our supplies? The same market that is open to our foreign competitors, or are we to be satisfied to confine ourselves to what materials of this nature can be obtained from an infant industry of this country?

"New revenue measures are pretty certain to be proposed in Congress very shortly, being guided by past experience. It would not be surprising if our products may again be the special target for additional taxation, and our Legislative Committee will undoubtedly have a hard task to properly conserve our interests.

"At the present time a good many of our products are included in the commodity rate in freight shipments to western points. The Interstate Commerce Commission is considering abolishing these commodity rates and placing these articles under a class rate, as provided by the Western classification, which would mean an increase in freight rates in less than carload lots from \$3.12½ to \$4.62½ and would also totally eliminate many articles now permitted in consolidated carloads. This matter is receiving the attention of our Committee of Freight and Transportation and I trust that Mr. Ingram, the chairman of this committee, will be present and advise us how this situation is to be met.

DIFFICULTIES IN GETTING PROPERLY MADE BOTTLES.

"All materials are scarce and harder to procure now than ever before. The quality of some of our supplies is far from satisfactory. The glass bottle situation is probably the worst in point of service and quality. There seems to be no good reason why at the present high prices demanded, the grinding of stoppers is so poorly done. Where lies the justice of accepting the fabulous high prices for ground stoppered ware and the delivering of such poor workmanship, putting American made goods in foreign countries as well as at home at a great disadvantage, aside from causing us all sorts of unpleasantness and expense in replacing leakages? There is no justice in such practice. By supplying this poor stoppering the American perfumer is apt to lose the most essential feature in business—confidence. To think to sacrifice this confidence on account of a poor bottle, after our struggle for years and years to gain the confidence of the world in the quality of our perfumes, to have all this good work shattered by not being able to get our American bottle manufacturers to stand by and deliver

perfect goods. Think, after overcoming all other and far greater obstacles, we are now handicapped in this shameful fashion. It is discouraging to be compelled to refer to such treatment after all manufacturers of the ingredients of our goods have done so well under far more adverse conditions than prevail in the making of glass and the grinding of stoppers.

"This is a very, very serious situation. American perfumery in quality is now at the peak, and so recognized everywhere, having gained the confidence of the world. But what dealer will be content to handle goods put up in leaky bottles? It is not justice to others nor is it justice to ourselves, and justice is due to everyone. Justice is the very cornerstone of commercial life. It underlies all confidence which is the very soul of business life. What a tremendous volume of business is being done daily on confidence! Let that confidence be shattered and the whole commercial structure will collapse like a house of cards.

"It is true, American perfumery and toilet preparations have gained rapid popularity during the last few years and the increased volume of business has surpassed the most optimistic heights, making it necessary for us to demand a far greater supply than ever before, but that should be no excuse for the furnishing of bottles so poorly finished. What is being delivered should be perfect, for what is worth doing at all is worth doing well. If I could recall any other supplies that give so much universal dissatisfaction to our members the same would be just as freely criticised at this time as the bottle situation. I sincerely trust that soon the bottle manufacturers will find a way of delivering bottles as perfect as in the day when the prices were probably one-quarter of what is being paid today, and again that the bottles we will secure will be worthy of their contents.

"During the last year death has taken from our midst: Richard C. Bultman, A. P. Babcock Co.; S. S. West, Almer Royce Co.; Honore A. Sicard, Pierre Sicard & Co.; Dontocho B. Pappazoglou, Botu Papazoglou & Co., Kazanlik, Bulgaria; Wm. H. A. Bruns, Metal Package Corp.; Richard M. Colgate, Colgate & Co.; Wm. L. Buedingen, Wm. Buedingen & Son; Edwin H. Burr, Roure-Bertrand Fils.

"In respect to our departed members I will ask you to rise for a moment to pay silent tribute.

TRIBUTE TO RETIRING SECRETARY WALTER MUELLER.

"It becomes my sad duty to announce the retirement of our faithful secretary and treasurer, Walter Mueller. He has chosen another branch of the business which will not permit him under the provisions of the By-Laws and Constitution to continue in office. Mr. Mueller tendered his resignation on January 1, but was prevailed upon to withdraw same, and continue in office until this meeting. In fact, every member of the Executive Board insisted that he remain. You all know how well he has performed his duties, how untiring he has been in his efforts. The entire membership will miss him, and his services are certainly thoroughly appreciated. He has given us the best that is in him, and our best wishes for his future success go with him in his new undertaking.

"The members of the Executive Board are entitled to special commendation this year for their splendid co-operation and the unselfish giving of time to the work of the association. It is remarkable that a quorum was present at every meeting called.

"Last year there was a decided difference of opinion as to the policies to be pursued by the association in regard to the legislative matters. The difference of opinion became so acute as to lead one of our members to feel that he must resign the position of president as his views were so radically different from what appeared to be the views of the majority of the members assembled in convention.

"At that time it seemed as though this difference of opinion might lead to lack of co-operation on the part of the members who were not in accord with the majority. I am happy to say that no more earnest support could have been given or hoped for than that rendered by those gentlemen of you who were not wholly in accord with the

policies to the
sonal c
to co-o
be for
bers wa
an ext
because

"Mr.
York.
Situation

"We
demand
there h
due to
scarcity
tion fa
there h
gressiv
nary fl
from a
various
evitably

"The
and the
to v
prices
intrinsic
purpose
other p

"To
sider a
natural
Genera
five ye
distinct
ception
their fi
This la
but the
repai

"It
prices
amicabi
manufa
difficult
rectly
the sam
raw m
some c
have b

"As
at last
had be
plant g
average
subject

"In
fairly
nothing
though

"The
factory
up with
been m
is stric
rely, a
of wha
sevens,
struggle
within
expecte
clamor
other
includi
after h
tirely i

policies outlined by some of us, and which were acceptable to the majority, and it is a pleasure to know that personal differences of opinion can be so readily put aside to co-operate with the work of the association which must be for the benefit of us all. The support of all the members was faultless and strengthened our association to such an extent that we can truly boast that we are strong because we are united."

"THE RAW MATERIAL SITUATION," BY C. BEILSTEIN.

Mr. C. Beilstein, of the Dodge & Olcott Company, New York, addressed the association on "The Raw Material Situation" in part as follows:

"We have had a phenomenal and constantly increasing demand for goods almost regardless of price. Against this there has been universal and persistent under-production, due to insufficiency as well as inefficiency of labor, to scarcity of raw materials, to the broken down transportation facilities and to what not. Accompanying all this there has been one advance after another in wages, a progressive depreciation in the value of money and extraordinary fluctuations in foreign exchange, all flowing directly from an enormous inflation of currency and credit and the various other artificial conditions set up more or less inevitably by the backwash of the war.

"The world is economically and politically topsy-turvy, and the economists and the politicians are equally at sea as to what we must do to be saved. Small wonder that prices with us as with others have lost all proportion to intrinsic values and have become almost meaningless for purposes of comparison with values of other times or at other places.

"To get a little closer to our subject, we have to consider as of primary interest the situation of the great natural floral products industry in the south of France. Generally speaking the agricultural conditions there, after five years of steady retrogression, may be assumed to be distinctly bad. The male peasant cultivators with few exceptions, were, of course, mobilized early in the war and their fields were naturally neglected or wholly abandoned. This labor or what was left of it, has returned to its work; but the neglect and deterioration of five years cannot be repaired at once.

"It may be worth noting here that the fixing of the prices to be paid for the flowers, usually a matter of amicable agreement between the cultivators and the manufacturers has become much more complicated and difficult in view of the conditions indicated, and more directly because of the demands of labor, which are much the same there as everywhere. Very much higher initial raw material costs at the factories have resulted and in some cases, notably that of orange flowers, excessive levels have been reached.

"As to the present year's crop it was still too early at last reports for final estimates. Conditions of vegetation had been excellent after a most favorable winter and the plant growth was well advanced and promised a good average yield of flowers. All this, however, was still subject to sudden change.

"In the general essential oil field conditions have been fairly good, although it goes without saying that there is nothing like abundance of stocks and low prices are not thought of.

"The synthetic situation continues to be far from satisfactory. It is simply impossible for the supply to catch up with the demand. While some progress has doubtless been made in the field of domestic manufacture, the output is strictly circumscribed, especially as to variety; and we rely, as we always have relied, upon Europe for the bulk of what we need. There the industry is still at sixes and sevens. The manufacturers are doing their utmost in the struggle against all obstacles and they are succeeding within measure—certainly as well as might in reason be expected, but by no means well enough to satisfy the clamorous demands that are made upon them. On the other hand, a group of important synthetic compounds, including a number of the most popular and most sought after bouquet specialties, are still out of the market entirely because we are dependent wholly upon the German

factories for them. Strange as it may seem, a year and a half after the world struggle came to an end, this country remains technically at war and the heavy hand of the politician is still upon this traffic, with no relief in immediate prospect."

(The members rose in appreciation of the address of Mr. Beilstein.)

FIFTH AND LAST REPORT OF SECRETARY MUELLER.

Secretary Mueller's report showed that the membership today is as follows: Active members, 86; associate members, 77; honorary members, 5; total, 168. Excluding the honorary members, this is an increase of 10 per cent. Mr. Mueller pointed out the advantages of having a headquarters and a paid assistant to the secretary.

Mr. Mueller presented the following applications for membership and the same were referred to the Executive Board:

ACTIVE MEMBERS.

E. Burnham, Chicago, Ill.
Continental Drug Corporation, St. Louis, Mo.
Franco-American Hygiene Co., Chicago, Ill.
Adolph Klar, New York, N. Y.
The Luxtone Company, Chicago, Ill.
The Pepsodent Company, Chicago, Ill.
Louis Phillippe, New York, N. Y.

ASSOCIATE MEMBERS.

American Aniline Products, Inc.
E. Loesser Mills, Inc., Montclair, N. J.
National Gum & Mica Co., New York, N. Y.
Perfumers and Jewelers Box Co., New York, N. Y.

REINSTATEMENT AS AN ACTIVE MEMBER.

Hall & Ruckel, of New York City.

On importations, Mr. Mueller reported, in part:

"The total imports of perfumery, cosmetics, and other toilet preparations during the Treasury Department's fiscal year, which ended on June 30, 1919, amounted to \$2,765,412. This amount shows a shrinkage of \$732,283, or 20 per cent, as compared with the imports during the previous fiscal year.

"Looking for the reasons underlying the drop in imports in the face of no perceptible drop in the demand for foreign goods, we find them to consist mainly of the following: A shortage in production, similar to that which has been, and is still being, experienced in most, if not all, of the war-stricken countries of Europe; a lack of tonnage, in France as well as on the Atlantic, and a shortage of glass containers. The latter factor, by the way, brought about the peculiar condition of imported perfumery reaching the domestic market in American-made containers.

"As already stated, there has been no perceptible drop in the demand for imported perfumes and toilet preparations. Quite the reverse; the shortage of imported goods seems to have tended to stimulate the demand for them. Be that as it may, the American perfumer has had an unequalled opportunity to secure acceptance for his products among consumers who have hitherto passed him by. That he is keenly aware of the obligations that this acceptance devolve upon him is reflected by the remarkable strides made within the last few years by the American perfume industry in the quality of its products as well as in the style and appearance of the containers in which its products are put up. It is no exaggeration to say that the standard of American perfumes and toilet preparations has been elevated to a plane which not only entitles them to, but which is winning for them, a consideration which only a decade ago was but a fond hope entertained by ambitious perfumers. Today that hope is an accomplished fact."

Mr. Mueller's report as treasurer was read and referred to the Auditing Committee, composed of G. A. Pfeiffer and C. W. Jennings, which later found it correct in all respects.

Mr. Harry S. Woodworth, honorary member and formerly president of the association, made a happy address, referring to the starting of the association twenty-six years ago and to the good old times when "otto of rose was \$3 an ounce and cocktails were two for a quarter."

A telegram of greeting from Paul Rieger & Co., San Francisco, was read, regretting inability to be present and saying: "May the good work of the association go on."

REPORT OF THE COMMITTEE ON LEGISLATION.

The report of the Committee on Legislation, presented by the chairman, Mr. Gilbert Colgate, said, in part:

"The problems we have been called upon to face during the last twelve months have threatened the very foundations of our industry, and it is, therefore, with the deepest satisfaction that your committee congratulates the association upon the exceedingly satisfactory outcome.

"During the last year Congress has passed an epoch-making prohibition bill dealing in minute detail with our principal raw material; our special Committee on Alcohol has carried on an elaborate technical investigation providing, we believe, full protection of our products in any event that may reasonably be expected to arise; the consumption tax adopted by Congress in February, 1919, as a substitute for the manufacturers' tax with which we were then burdened, has been tested out in actual practice and has proven not only practicable, but a far more just and equitable method of assessing a so-called luxuries tax than by placing the burden upon the producer; and the so-called Longworth Bill dealing with the importation of coal tar products bids fair to be in acceptable form when in final shape. Thus, every danger which menaced us when we convened a year ago has been successfully met and while we shall be confronted with grave problems during the coming year your committee is confident that, with the same hearty co-operation accorded your officers by the entire membership of our association, every difficulty will be successfully surmounted.

"The overshadowing question during the last year has been the practicability of enacting a prohibition law which, while abolishing intoxicating liquors for beverage purposes, would permit the operation, free of drastic restrictions, of those industries, which, like our own, depend in a great measure upon an adequate supply of ethyl alcohol. To assist in bringing about this result, the association early last spring perfected a special organization and made comprehensive arrangements to place the equities of our industry before Congress and such legislatures as might undertake the consideration of so-called prohibition legislation. The work in Washington was prosecuted with the greatest possible vigor, our Washington representative following developments in both House and Senate with the utmost vigilance and to such good purpose that the bill as finally passed contained adequate exemptions from its rigorous provisions, thereby enabling the manufacturers of perfumery, toilet waters and other toilet preparations to carry on their business substantially as before, subject to certain restrictive regulations necessary to prevent the diversion of our raw materials and finished products to beverage purposes.

"The new law having been in force for less than three months, it is perhaps too early to make a sweeping statement with regard to its effect upon all branches of our industry, but your committee is confident that it will prove entirely practicable to meet all requirements of the Government without serious embarrassment.

"I cannot speak too highly of the important work done by your special Committee on Alcohol during the past year. In view of the possibility that the Government might require some of our products to be modified in order to prevent their use for beverage purposes, this committee has supervised a large amount of research work and, we believe, has discovered agents which can be safely employed in such of our products as may be required to be modified without in any way detracting from their quality.

"While felicitating you upon the accomplishments of the last year, I must emphasize the important work which lies immediately before us and which must be prosecuted with the same degree of energy employed in the past. Co-operation must be the watchword of the hour in considering these problems and I am sure that your officers may count upon the heartiest possible support in their efforts to protect your interests.

"Recent developments have made it necessary for Congress to effect sweeping readjustments in the revenue laws. The excess profits tax has proven exceedingly unpopular

and is a burden to all of us. Its repeal is being strongly urged in many quarters and this movement should have our earnest support.

"The repeal of the excess profits tax can only be brought about as the result of the adoption of some other method of raising revenue that would produce a very large sum. Such a measure is believed to have been devised in the general merchandise sales tax of approximately one per cent with exceptions in the case of transactions of 50 cents or less. Such a measure is estimated to raise over \$3,000,000,000 and would not only provide for the repeal of the excess profits tax, but would furnish a sufficient margin to justify Congress in eliminating the so-called luxury taxes that have been levied upon the consumers of perfumery, toilet articles, toilet soaps and other products of our industry. It is obvious, therefore, that among the possibilities of the near future are the repeal of the excess profits tax and the elimination of the consumption taxes on our products. It is hardly necessary to say that these possibilities are well worth our most vigorous efforts, especially in view of the fact that the lifting of these burdens will in no way deprive the Government of the revenue it needs to carry on its manifold activities.

"It is of the greatest possible importance that our industry should be safeguarded in the coming revision of the general tariff schedules which will probably be undertaken immediately after the coming elections—indeed, preliminary work is already being done with regard to many features of the prospective statute. The chemical schedule of the existing law will be carefully rewritten, both as to classification and rates and regulations, that will prove of the greatest importance to our industry. Your committee bespeaks the prompt response of every member to calls for co-operation whenever sent out by your officers. Judging by the past, we are confident that wherever the interests of the association are at stake you will present a solid front."

REPORT OF THE COMMITTEE ON TRANSPORTATION.

Mr. F. F. Ingram, of Detroit, chairman of the Committee on Transportation, made an interesting and valuable report, with particular reference to the situation regarding the Pacific Coast commodity rates as affecting drugs and most toilet preparations. He told how the strong protests made had persuaded the Interstate Commerce Commission to grant a review. The first rehearing will be held in New York May 3. Subsequent dates: Chicago, May 10; Spokane, May 17; San Francisco, May 24. He urged strong representation at these hearings.

Mr. S. Isermann, chairman of the Committee on Library, reported that the project did not seem to be practical, and on motion of Mr. Sefton it was discontinued.

VALUABLE ADDRESSES UPON TIMELY AND PERTINENT SUBJECTS.

"Art Value in Containers" was the topic upon which Prof. Frank Alvah Parsons, of the New York School of Fine and Applied Arts, addressed the members. Prof. Parsons went into the psychology of art in containers as affecting successful exploitation of perfume and toilet products and offered suggestions of merit in connection with the possibilities of artistic development in this branch of the industry. His address will appear in an early issue.

"The Trend of Commodity Prices" was handled admirably by Mr. S. A. Linnekin, editor of Babson's Statistical Organization, Wellesley Hills, Massachusetts. Mr. Linnekin drew two pictures of business: one, the long pull outlook, meaning the next big change in business, and the other the more or less immediate future, in which he presented the consensus of views from varied sources upon the price outlook. His address was both suggestive and instructive, being made clear by the use of charts which illustrated the various points and deductions. He believed, he said, that business was near a transition period, becoming a sellers' instead of a buyers' market. He could see no sustaining influence for business in prohibition.

"The Protection of Package Design Against Unfair Competition or Infringement" was an important paper submitted by Howard S. Neiman, trademark and patent counsel of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW. It will be found in full in a subsequent issue.

"Some Aspects of Modern Business" was the subject of an address by Mr. W. B. Colver, member of the Federal Trade Commission, Washington, D. C. Mr. Colver went into detail regarding the methods of the commission to eliminate unfair business practices by taking the matters up with the members of the industry itself. The attempts of the commission to do away with all types of commercial bribery by putting a definite bill through Congress were discussed by Mr. Colver, who condemned the unfair use of guarantees against price declines, against competitors' prices, and other market factors in attempts to obtain business. The numerous complaints regarding price maintenance which have been made to the commission were taken up. He said that there is now a pronounced opposition in Congress to any definite legalized price maintenance policy such as would be created by the Stephens Bill in its original form, but if Congress would put through a law in order that the Supreme Court might decide the question once for all and eliminate a hundred or so test cases, a satisfactory termination would probably follow. He added:

"Before I leave I must take a wallop out of my old friend, the Excess Profits Tax. Its usefulness has ceased, and there is no excuse for this tax now that the extenuating circumstances under which it originated no longer exist. It gets \$5 and even \$6 for every dollar that gets into the Treasury."

Mr. Colver's excellent address will receive more attention at an early date.

RIGID SCRUTINY OF APPLICANTS FOR MEMBERSHIP.

Abel I. Smith, counsel of the association, told of the work during the memorable year just ended and of conferences with President Spiehler to safeguard the membership list from firms which might seek to evade the prohibition law by selling beverage alcohol in the guise of perfumery or toilet preparations. With that idea in view the application blanks have been revised by the addition of questions which would aid in disclosing any such attempts. He could see no possibility of objection by honest firms to the more drastic requirements for membership. It was set forth that membership in the association is constantly becoming a more valuable asset to manufacturers in various ways.

W. L. Crounse, Washington representative of the association, supplemented Mr. Smith's remarks, and urged the necessity of great care in passing on applications for membership, which could best be done by getting the information called for in the new questionnaire for applicants. He cited the fact, discovered by the prohibition enforcement authorities, that a large number of fly-by-night concerns had branched out into the unlawful booze-perfume industry. Mr. Crounse also made a report of his activities in Washington for the association.

DISCUSSION REGARDING MISLABELING.

MR. WEIL: I believe the association went on record a year or two ago about the use of labels which seemed to misrepresent in a way the geographic location of the makers of the commodity. I speak of it because I am interested in it. We manufacture our products under private labels. Frequently our customers ask us to put on the labels the word "Paris." We discourage that as much as possible. There are articles made in this country that are sold as foreign products, because the factories are really located in France, and certain of their preparations are imported into this country. I know of certain goods that are assembled in this country, the goods made in this country, and probably the essential oils are brought over.

These goods are sold under foreign trademarks, and frequently, not always, they have in small type the words "Assembled in the United States."

If this association goes on record actively, at least, as opposing this kind of representation, then, of course, they are discriminating as long as the foreign manufacturer has a right to assemble goods in this country in American packages—they are really opposing their own interests, I think, and helping the importer to put over his goods on the American public and it does not give the American manufacturer a chance in case of emergency—I do not think the practice should be encouraged, but in a case of emergency I think we should be at liberty to follow the same plan. I should like to have some expressions on the subject. I do not know whether anybody else is as much interested in the matter as I am.

THE PRESIDENT: Does any other member wish to take up this discussion? (No response.)

We have heard a great deal of discussion among our members with reference to alcohol, and everybody is asking everybody else: "What is the matter with alcohol?" And I have taken the responsibility of asking Mr. Fred M. Harrison, of the United States Industrial Alcohol Company, to tell us something about the market conditions of alcohol.

ADDRESS OF MR. F. M. HARRISON ON ALCOHOL.

MR. HARRISON: I will try to tell you in a few words what is the trouble with alcohol. It started some time ago by the world turning to this country for alcohol, probably due to the fact that the materials out of which it is made, sugar, starch, etc., were needed more for food in foreign countries than for the production of alcohol.

We then came along to Prohibition, and that did not do us any good—I mean the difficulties of getting alcohol—the transportation situation has been bad all over the country, and the immediate trouble, probably, may be traced back to our own misfortune—since the first of the year we have lost two of our large tank steamers, each of a capacity of a million and a half gallons, and we lost three million gallons of crude material, but the greatest thing was the loss of our ability to carry raw materials. That probably puts a burden on other manufacturers.

We have done the best we could and bought boats and chartered boats. In Baltimore today we started up the largest plant for the production of alcohol in the world, and we hope things will be somewhat better in the near future. But going back to the matter of the supply of alcohol and the price of alcohol, I think we will have to figure on the price of corn, for a little while, as being the level at which the price of alcohol will be determined. In other words, I do not think we will be able to gather enough molasses to produce all the alcohol that is needed, and we are now using corn at some of our plants for the manufacture of alcohol, and if we do not produce enough to take care of the legitimate requirements you will have all that we have in hand, at any rate. However, we must get production to a point where there will be enough alcohol produced to meet legitimate demands. I think you can look forward in the future to getting a supply of alcohol at about what it costs to produce it from corn.

Your president and Mr. Crounse were interested in presenting this matter to the Government, and had the co-operation of other trade organizations whose members use alcohol. We made an appointment with the Prohibition Commissioner, and we have put before him a plan which I may say was approved unanimously by all the interested organizations, whereby, if alcohol is produced, it can be had by the consumer. We had another conference with Mr. Van Beuren on Tuesday; it practically lasted all day, and I believe that the scheme appeals to him.

I do not know whether you are interested in the details of the methods of procuring alcohol, but this Order No. IX., containing the instructions of the Federal Prohibition Commissioner, is almost impossible of carrying out. We worked out a plan whereby you will get a permit to purchase a given number of gallons of alcohol, you will be permitted to store alcohol in bond, and you send your permit to anybody with whom you make a commercial arrangement—the permit may be left in the hands of that

concern—and then you can telegraph or telephone for alcohol, as you used to do, and I believe in the next two or three weeks you will be able to get a supply of alcohol at reasonable prices under present conditions. I will be glad to answer any questions.

Mr. ISERMAN: What are the chances of alcohol being made from wood—reduced by distillation?

Mr. HARRISON: It is being made, but in our own business it is a very expensive process. You have to have a great deal of raw material that has very little sugar in it to make good alcohol of it.

The price of alcohol, in my opinion, is going to be quite high. If we can get the alcohol, you can "strong arm" us and make us make the price right, but the thing to do now is to get the alcohol.

Mr. SEFTON: What is the present visible supply of alcohol in the United States?

Mr. HARRISON: I suppose there are about 2,000,000 gallons less than the amount required. There is no visible supply—nobody has any alcohol. I have been in the business for forty years and until the last six months I was never in a position where, upon twenty-four hours' notice, I could not supply all the alcohol that was required. Nobody carried it in stock; at least no considerable amount of it. They sent a telegram for a barrel, or five barrels, or a carload, and off it went to them, and there was no trouble; but those times have gone by. The world is upside down, and it is a most unfortunate condition.

NOMINATION AND ELECTION OF OFFICERS.

President Spiehler announced these appointments:

Committee on Nominations: W. L. Schultz, chairman; Northam Warren, F. C. Adams, M. P. Lind, William Handler.

Election Inspectors: F. F. Ingram, J. L. Matthieu.

Messrs. Bradley and Weil, in very complimentary remarks, urged the re-election of President Spiehler, but he positively declined, and Francis W. Jones, of Chicago, eventually proved to be the choice of the association for president. Other nominations for the office included D. H. McConnell and A. D. Henderson. More nominations were discussed and later Chairman Schultz made a report which was adopted. The names of the officers for 1920-1921 will be found at the beginning of this report on page 35.

REPORT OF COMMITTEE ON RESOLUTIONS.

Mr. C. M. Baker, chairman of the Committee on Resolutions, which was composed also of C. W. Jennings, W. A. McDermid and F. C. Adams, presented the following report:

Whereas, Mr. Adolph M. Spiehler, as president of this association, has served it efficiently and conscientiously for five years; and

Whereas, During the last year in particular he has successfully directed us through many trying situations and has given more freely than ever of his time and energy; be it

Resolved, That we offer him our most earnest thanks for his splendid service and self-sacrifice, and that as a special mark of esteem we all rise in our places. (Adopted.)

Mr. COLGATE: I want to add to what has been said by the Committee on Resolutions. I do not think we can reiterate too often that in our president, who is about to retire, we have, without doubt, had the best man to be our president that this association has ever had. Not only that, but I like the way he took hold of this work a year ago, when this association was left in quite a dilemma, with a great deal of sacrifice to himself, and it was most commendable. After having worked hard and successfully for our good for many years, he needed a rest and should have had the rest; yet, when he saw what was the emergency we had to face, with the prohibition legislation, the alcohol situation and various other matters that had to be taken up, which involved many trips to Washington, yet he undertook the responsibility of a president of the association and attended to these matters, and he did it willingly and gladly, and with a smile on his face, and I think we cannot say too much for our president, and I wish that you will all rise once more and give him a handshake. (Applause.)

PRESIDENT SPIEHLER: Gentlemen, I certainly appreciate

the kind expressions I was forced to listen to, and I assure you the work is full of enjoyment. When a race horse is on the track the harder he runs the better he runs. I may say, further, that without the undivided co-operation of the entire membership what we have accomplished would not have been accomplished, and I can gladly and cheerfully say that every time the button was pushed for anything whatsoever that was needed, your support was always most promptly given, and we never had to ring the second time, and I thank all of the members for the co-operation which they have given the officers in achieving such a success as has been achieved in the work of the association during the last year.

Whereas, The Interstate Commerce Commission proposes to replace the present commodity rate which affects our products on freight shipments from Eastern shipping points to Pacific Coast common and intermediate points, with a class rate, which change will increase the cost of our Pacific Coast transportation to an alarming extent; and

Whereas, The commission has ordered rehearings where further evidence will be taken at New York, Chicago, Spokane and San Francisco, May 3, 10, 17 and 24, respectively; be it

Resolved, That the president appoint committees of one to three members each to represent the association at each of these hearings, and that these committees be instructed to actively protest against any change which will mean an unfair burden of increased freight rate on our commodities; and further

Resolved, That the New York Committee promptly prepare the complete material necessary to be presented here, including water rates and other information, and that after the hearing the entire proceedings be forwarded to the other committees. (Adopted.)

Whereas, President Spiehler in his report to the association has outlined the very unsatisfactory conditions which now exist in the glass bottle situation, laying particular stress on the abnormally high prices now being charged and the distinctly inferior class of work that is being delivered; and

Whereas, The availability of satisfactory and usable ground stoppered and other glass bottles is absolutely essential to the continued success of our industry; be it

Resolved, That the president appoint a committee of three active members and three associate members, the latter three to represent the bottle industry, this committee to meet as promptly as possible and to confer with the object of bringing about more satisfactory conditions as regards glassware, and to report their findings and recommendations to the Executive Board; and be it further

Resolved, That the following letter be sent to the Stopper Grinders' Association of the American Flint Glass Workers:

309 BROADWAY, NEW YORK CITY.

April 8th, 1920.

Gentlemen: The Manufacturing Perfumers' Association of the United States, in convention here this week, have discussed ways and means of increasing production and improving the workmanship of stoppered bottles.

Our industry has suffered great losses on account of small production and workmanship of stoppered bottles and we are going to you with an appeal to your patriotism and Americanism to relieve this situation.

We absolutely believe in goods made in the U. S. A. and we must have merchandise that is standard in every particular, so as to meet our foreign competitors on an equal or better footing.

We have tried to support your organization by increasing the glass stoppered business and we hope this appeal to you will be the means of giving us the desired results. Very truly yours,

THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES.

MR. MCCONNELL: I move its adoption.

THE PRESIDENT: I want to say a word or two. Unfortunately, it seems in some quarters this matter with reference to the bottle industry is being misinterpreted.

Some of our friends in the glass business seem to think that it is more or less of a personal matter with some of us, but I think that those of you who have been attending the meetings of the Executive Board know there is nothing personal in it whatever. It is simply that the conditions during the time of the war with regard to glass bottles and stoppers were very bad, and since the end of the war the conditions are growing worse; in fact, most of us are put to an unusual amount of expense in replacing goods because of leakages of the bottles, and customers everywhere are complaining, and particularly those who have customers across the water are complaining bitterly that they cannot hold their trade and that they find it a great hardship to make these replacements on account of poorly stoppered bottles.

(The motion made by Mr. McConnell was duly seconded, put to vote and carried.)

Whereas, It is reported on good authority that there has been introduced into the French Parliament a measure prohibiting the exportation of certain perfumery raw materials until domestic requirements have been fully met; and

Whereas, The interests of American perfume manufacturers would be injuriously affected by such a law; therefore, be it

Resolved, That the Legislative Committee of the Manufacturing Perfumers' Association be directed to solicit the good offices of the State Department to protest against enactment of the proposed measure in such form as to work injury to our industry; and be it further

Resolved, That if adequate relief cannot be obtained through diplomatic representations that the Legislative Committee be directed to seek the protection of Congressional action.

MR. COLGATE: I move its adoption. (Seconded and carried.)

Whereas, Representative C. J. Thompson, of Ohio, has introduced a bill, H. R. 12976, described as a bill to increase the revenue of the Government of the United States and to conserve the supply of printing and other paper by imposing a tax upon advertisers; be it

Resolved, That the Manufacturing Perfumers' Association in annual convention assembled registers its unequivocal opposition and will use all means at its disposal to assist in the defeat of the bill; and be it further

Resolved, That a copy of this resolution be sent to the Ways and Means Committee of the House and the Finance Committee of the United States Senate.

MR. CHISHOLM: I move that the resolution be adopted. (Motion seconded and carried.)

Whereas, Our attorney, Mr. Abel I. Smith, and his associate, Mr. Dennis Cobalan, and our Washington representative, Mr. W. L. Crounse, have during the last year rendered excellent service to our association and have guided us intelligently and successfully through the many trying situations which have been confronted; be it

Resolved, That we tender to them our sincere thanks.

MR. SEFTON: I move its adoption. (Seconded and carried.)

QUESTION OF USING "MADE IN U. S. A." ON LABELS.

(Mr. Baker then offered a resolution regarding the branding of American made goods with the legend: "Made in U. S. A." which was subsequently withdrawn, but the following discussion with reference to the resolution was had:)

MR. COLGATE: I move its adoption.

MR. BRADLEY: I favor heartily the placing on labels of the initials "U. S. A." but I think we ought to be rather careful not to have too much wording. If Congress should pass a law that the words to appear on the labels "Made in U. S. A." it might be difficult to put these words on a small label, especially an artistic seal; and while I think we could reasonably pass a resolution regarding the words to be put on a label, still I think we ought to be careful not to have too many words on the label, because the tendency of everybody in getting up artistic packages is to have as little as possible on the label. I think it is a subject that we ought to think about, and refer the matter, perhaps, to the Executive Board.

MR. CROUNSE: There has been some discussion in Washington regarding the possibility of such legislation, but I do not think it has a ghost of a chance of being enacted. The position of Congress in this matter is that there is no occasion for obligatory legislation on the subject. If a manufacturer wishes to put on his goods, "Made in the U. S. A.," he is perfectly at liberty to do so. If he wants to leave it off, Congress feels there is no justice in requiring him to put it on, and in all the circumstances the impression is general that legislation of this character would be an invasion of the personal rights of the American manufacturer, who should be free to use the reputation of this country for efficiency, if he wants to, or not to use it, if he does not think it necessary or advisable. In the circumstances, it seems to me that your resolution ought to provide that it is the sense of this organization that such labels should be used. The propaganda work which you do among your own members is legitimate and is probably a fruitful one, but there is absolutely nothing that Congress is likely to do in this matter, and it seems to me it is a mistake to be constantly appealing to Congress for things we know we cannot get.

MR. HURLBURT: Could we put U. S. A. on such a label—are our goods made in America? Do not a large proportion of the ingredients which we put in them come from other countries? In the analysis, such a label would mean that everything is produced in America.

MR. INGRAM: I move that the resolution be tabled.

MR. COLGATE: I withdraw my motion.

(Mr. Ingram's motion was seconded and carried.)

Whereas, It is extremely difficult under the present method of election of new members for our association for the Executive Committee individually to investigate candidates for membership; be it

Resolved, That a questionnaire be prepared and sent to each candidate for admission, the questionnaire to be filled out by him and returned to the secretary, and that a copy of the filled-out questionnaire be sent to each member of the Executive Committee, who, with that information in hand, may pass on the eligibility of the candidate.

(Adopted on Mr. Henderson's motion.)

Whereas, Mr. Walter Mueller for the last six years has served this association as secretary and for the last two years as treasurer, and during all that time has conducted his duties in a most thorough, efficient and conscientious manner; be it

Resolved, That we tender to Mr. Mueller our sincere thanks for his extraordinarily valuable service to the association, and that as a mark of special esteem and as a symbol of our good wishes, we all rise. (So ordered.)

In addition to this resolution, Mr. Spiehler presented to Mr. Mueller, on behalf of the association, a beautiful watch, accompanying the graceful action by a few well chosen and well deserved compliments.

Resolved, That we extend our thanks to the Entertainment Committee which has arranged such an excellent program for this convention, and that we also thank the Biltmore Hotel and its attendants for the splendid service we have received. (So ordered.)

Whereas, There is now pending in Congress the so-called Longworth bill which, in its various drafts, imposes increased tariff duties, licenses and embargoes upon certain coal tar products, including a comparatively small number used in the manufacture of perfumery and toilet waters, the purpose of the bill being to afford a special degree of protection to American manufacturers engaged in the production of so-called dyestuffs and associated products; therefore, be it

Resolved, That the Manufacturing Perfumers' Association, in annual convention assembled, while strongly favoring any reasonable increase in the existing tariff rates for the purpose of furnishing the fullest possible protection to American producers of the aforesaid coal tar products, unqualifiedly opposes any extension of the categories of the Longworth Bill so as to include within its license or embargo provisions the so-called synthetic aromatic chemicals so largely employed in the production of perfumery.

which must at all times be sold in direct competition with France and other countries which have unrestricted access to all raw materials employed in the manufacture of these goods; and be it further

Resolved, That the Manufacturing Perfumers' Association emphatically disavows any intention in the resolutions passed at its annual convention in April, 1919, to endorse the licensing or embargo systems, provided by the House or Senate drafts of the Longworth Bill, such resolutions being specifically limited to increased tariff protection, and does not approve of the action of the representative of Van Dyk & Company in attempting to secure such amendment of the Longworth Bill as would subject synthetic aromatic chemicals to its provisions, thereby imposing upon their importation the restrictions of license requirement or absolute embargo, in addition to such increase in rates of duty as might be provided by the measure when finally enacted; and be it further

Resolved, That copies of this resolution be forwarded to the chairmen of the House Committee on Ways and Means, the Senate Committee on Finance, and the United States Tariff Commission.

(On presentation of the above resolution a long discussion followed and the original resolution was amended to read as quoted herewith and adopted.)

Whereas, Our association has received valuable assistance from Mr. Louis Spencer Levy, publisher of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW; be it

Resolved, That we extend to him our thanks and appreciation for the unusual co-operation he has given us in advancing the welfare of our industry.

MR. HENDERSON: I move the adoption of the resolution. (Motion seconded and carried.)

Whereas, The excess profits tax, which was originally enacted as an emergency war measure, has outlived its usefulness and today operates as a heavy burden upon conservatively capitalized corporations while resting lightly on those whose stocks are heavily watered; and

Whereas, The consumption tax, now levied upon perfumery, toilet waters, dentifrices, toilet soaps and other products of our industry, discriminates unfairly in that it taxes the purchasers of our products while levying no impost upon the products of many other industries having no greater claim to consideration, the tax, therefore, being illogical, unequal and unfair; and

Whereas, Congress is now contemplating a more or less comprehensive revision of the Internal Revenue laws with a view to eliminating certain inequalities and injustices while at the same time providing additional revenue; and

Whereas, Representative Bacharach, of New Jersey, has introduced in the House of Representatives a bill providing for a retail merchandise tax of approximately 1 per cent, with an exemption of transactions of 50 cents or less, said bill having an estimated revenue-producing capacity of from one and a half to three billion dollars; therefore, be it

Resolved, That the Manufacturing Perfumers' Association, in annual convention assembled, earnestly petitions Congress to repeal the excess profits tax and the tax levied upon perfumery, toilet waters, and dentifrices, soaps and other products of our industry, and to enact in lieu thereof a measure similar to the Bacharach Bill, the burden of which would be distributed over all the consumers of the country in direct proportion to their ability to bear it; and

Resolved, That copies of these resolutions be forwarded to the chairmen of the House Committee on Ways and Means and to the Senate Committee on Finance.

MR. McCONNELL: I move that the resolution be adopted. (Motion seconded and carried.)

Whereas, The Supreme Court, in the so-called Colgate case, has unqualifiedly affirmed the right of the manufacturer to fix the price at which his products should be resold and may refuse to sell to dealers who do not maintain such prices; and

Whereas, The Court in the case referred to, and in other decisions dealing with the question of price main-

tenance, has declared that a formal contract made between a manufacturer and dealer is void in the present state of the law on the subject; and

Whereas, No thoroughly satisfactory or effective method of securing the adherence of dealers to resale prices fixed by manufacturers is possible in the present state of the law; therefore, be it

Resolved, That the Manufacturing Perfumers' Association, in annual convention assembled, earnestly urges upon the attention of Congress the desirability of enacting a carefully framed law based upon the principles underlying the so-called Stevens Bill specifically legalizing price maintenance by such methods as will render effective price schedules fixed by manufacturers while throwing adequate safeguards around the interests of the consumer; and be it further

Resolved, That a copy of these resolutions be forwarded to the chairmen of the House Committee on Interstate and Foreign Commerce.

MR. JENNINGS: I move that the resolution be adopted. (Motion seconded and carried.)

Resolved, That we thank the trade papers connected with our industry for their co-operation during the last year, and that we solicit a continuation of their good will.

MR. HENDERSON: I move that it be adopted. (Carried.)

Whereas, The Manufacturing Perfumers' Association, in convention assembled, has learned with regret of the resignation of Hon. Daniel C. Roper as Commissioner of Internal Revenue; therefore, be it

Resolved, That the association hereby records its deep appreciation of the consideration always shown our industry by Mr. Roper, and the painstaking care exercised by him, in the enforcement of the Prohibition Law, to protect legitimate interests required by the nature of their industries to employ alcohol as a raw material, while at the same time vigorously enforcing these provisions of the statute designed to prevent the use of intoxicating liquors for beverage purposes; and be it further

Resolved, That the association has learned with satisfaction of the appointment, as Mr. Roper's successor, of Hon. William M. Williams, whose familiarity with administrative methods in Washington and with problems arising under the statutes correlated to those under which our own industry is supervised, give him an exceptional equipment for the responsible task to which he has been assigned; and be it further

Resolved, That the Manufacturing Perfumers' Association pledges its members to co-operate with Commissioner Williams in every possible way to secure the proper enforcement of the Prohibition Law and of such regulations concerning the use of alcohol as shall conserve the interests of legitimate manufacturers while preventing diversion of spirits or products containing spirits to beverage purposes; and be it further

Resolved, That copies of these resolutions be forwarded to Mr. Roper and to Mr. Williams.

MR. SEFTON: I move that the resolution be adopted. (Motion seconded and carried.)

Whereas, A committee of the National Wholesale Druggists' Association made an investigation of current prices charged by manufacturers of trademarked proprietary products compared with pre-war prices and has found that the average advance is about seventeen per cent, these figures being certified as correct by public accountants; and

Whereas, Recent Government reports show that the cost of living, including the cost of food, clothing, etc., has increased about eighty-five per cent from pre-war prices; be it

Resolved, That the members of this association should impress upon dealers and consumers the fact that in spite of numerous restrictions under which we have labored and the heavy taxes with which we have been burdened, a good many of which were not imposed on other manufactured articles, our trademarked products show less advance in price since 1914 than any other class of merchandise, and that we as manufacturers, in order to protect

established prices, have absorbed almost entirely the higher expenses in the way of cost of raw materials and labor.

Mr. HENDERSON: I move the adoption of the resolution. (Motion seconded and carried.)

Chairman Baker presented the following:

Whereas, Plans are now on foot looking to the revision of the Underwood-Simmons Tariff Law, with the probability that the work of drafting the new schedules will be begun immediately after the November elections; therefore, be it

Resolved, That the Manufacturing Perfumers' Association, in annual convention assembled, earnestly urges Congress in connection with the proposed revision of the tariff to bear in mind the importance to the American perfumery industry of its foreign sources of raw materials, the necessity of providing compensatory duties on the products of our foreign competitors, and especially the vital need that at all times these compensatory duties shall be so adjusted as to place our industry in a favorable position with respect to the taxes on alcohol, that our foreign rivals may derive no benefit from any manipulation

The Banquet and Other Entertainment.

The twenty-sixth annual banquet of the Manufacturing Perfumers' Association in the Cascade Room of the Biltmore Hotel on April 9, was one of the most interesting functions in the history of the association, but preceding it there was a round of entertainment and good fellowship outside of the business sessions that tended to cement the ties of friendship among the members and serve to unite them all in personal as well as business co-operation.

Before the wind-up feast there were numerous luncheons, dinners and excursions into the busy parts of the city, while theater parties and other amusements filled in the evenings. On the first evening "As You Were" at the Central Theater drew many, and later most of them enjoyed the supper and dancing which followed in the Rose Room of the Biltmore. There were other attractions and taking it all together the entertainment part of the con-



W. A. McDERMID
(Toastmaster)



HON. BERT M. FERNALD
(United States Senator)



HON. WALTER E. EDGE
(United States Senator)

of the Internal Revenue taxes, rebates on exports, or other form of advantage.

Mr. SARGENT: I move the adoption of the resolution. (Motion seconded and carried.)

The President: A motion is in order to accept the report of the Committee on Resolutions as a whole.

Mr. WARREN: In moving the acceptance of the report of this Committee on Resolutions, I also move a vote of thanks be extended to them for the exceptional work they have done this year. I think they have presented to us the best set of resolutions we have had in some years. (Motion duly seconded and carried.)

Mr. BAKER: The Resolutions Committee is composed of modest men. If it had not been for the co-operation of Messrs. Crounse and Smith, the report of the Resolutions Committee would be very brief indeed, and probably not very interesting.

Under the heading of new business the secretary submitted a request for the endorsement of Congressman Fordney's bill, authorizing the Secretary of the Treasury to increase the compensation of examiners of merchandise in the Customs Service. On explanation by Mr. Crounse and Mr. Sefton's motion, it was ordered that resolutions of approval be forwarded to the proper Congress committees at Washington.

The installation of President-elect Jones and the other new officers finished a perfect convention.

vention proved very enjoyable. There was just the right line drawn between too much crowding and formality and some freedom in seeing the city's sights. The Biltmore Hotel has had very few, if any, more pleased assemblages.

The banquet was as fine as it could possibly be in these days of the Eighteenth Amendment and many of the diners did not seem to miss the old time thrills that now are prohibited. But it always has been true that perfumers and their families look upon alcohol mainly as an ingredient in perfume products and not as a beverage.

But here is the banquet: A delightful feast, then coffee and cigars for the sterner sex, for ladies in recent years have been welcome guests at the association's functions. Next President Spiehler, five times head of the association and a fighter for its interests even when drafted, opens the oratorical feature of the occasion. After praising the Entertainment Committee for its vim, vigor and virility, President Spiehler paid his respects to muddlers of legislation who have retarded the return of peace conditions in the Nation. He urged his hearers to think well in voting next autumn for lawmakers who would display wisdom

and patriotism, with a view to cutting down the high cost of living.

Now President Spiehler introduces W. A. McDermid (who refuses modestly to admit, what everybody believes, that he is the father of "Jim Henry"), as the toastmaster of the evening. With a perfectly calm face Mr. McDermid denied that he is naturally funny, the humor of which impressed his auditors, but he drew the line at attempting to "substitute any gaiety, which he used to buy in bottles," for the more serious part of the symposium of oratory. Having told what a good legislator New Jersey can produce, he introduced United States Senator Edge as the first spellbinder of the evening.

Senator Edge delivered a happy and thoughtful address on the "Relationship of the Government to Business," to which we expect to give more attention in a subsequent issue than is now possible.

Next followed Senator Fernald, of Maine, whose address is given in full in following pages.

Finally Mr. Francis W. Jones, President of the association, was introduced to the merry company. Said Mr. Jones in part in happy vein:

"We have been listening all day to the discussion of business problems. It is perhaps most interesting to the gentlemen present, but little has been said about the psychology of our business, and I should judge from the delightful appearance and the smiling countenances of the ladies present that they are all imbued with the psychology of the perfumery industry. It portrays one of the most delightful occupations, perhaps, in the world, bringing to your minds all those delightful associations which perhaps every Jack who has had a Jill has enjoyed.

"We think of wonderful scenes in the woods when the little flowers of various kinds mingle with the blossoms of the trees and shrubbery in the spring, and we have managed to gather these things for the delightful memories of this season of the year, the springtime, and it is incidentally pleasing to note that the business, our business, while not the business of the Government, is the business of encouraging the delightful countenances that the ladies present wear this evening.

"I only hope that we will be able to carry on this industry as well as it has been carried on by our worthy ex-president, Mr. Spiehler, in the past. He has been most devoted to the work of this organization. He sacrificed a very large percentage of his time to do it. We have all profited by his efforts, and I hope that you, with the aid of our worthy officers, will profit by our efforts for the coming year, and that when we gather here next year, there will be twice as many present as there are here this year. I believe the work of this association is worthy of encouragement by everyone whose business interests should prompt him to affiliate with us."

Then dancing and more dancing and "good night."

The Entertainment Committee was composed of W. H. Green, chairman, F. H. Ungerer, A. F. Kammer, Edmund Hoffman and L. S. Levy.

A Word of Appreciation from Mexico.

(From A. F. Godefroy, Manufacturer and Importer Toilet Articles, Hair Goods and Hair Dressers Supplies, Mexico, D. F., Mexico)

Situated as we are here, away from the general news of our trade, I find THE AMERICAN PERFUMER a great help and take this occasion to bother you, pardon the expression.

MEMBERS PRESENT..

HONORARY

Jos. A. Brohel.....Hackensack, N. J.
Harry S. Woodworth.....Livonia, N. Y.

ACTIVE

The Armand Co.....Des Moines, Ia.
Leo Weeks.
Atlanta Barbers' Supply Co.....Atlanta, Ga.
H. D. Waugh.
Harriet Hubbard Ayer Inc.....New York City.
Edwin Sefton.
Aubry Sisters, Inc.....New York City.
C. T. Booth.
A. P. Babcock Co.....New York City.
L. E. K. White, H. Henry Bertram.
Blasco, Parfumeur.....New York City.
G. J. Block.
D. R. Bradley & Son.....New York City.
William A. Bradley.
California Perfume Co.....New York City.
A. D. Henderson, D. H. McConnell,
Wm. Scheele.
Colgate & Co.....New York City.
Gilbert Colgate, W. T. Hathaway,
Chas. F. Butz.
Daggett & Ramsdell.....New York City.
V. C. Daggett, A. G. Shoppach.
The Elcaya Co.....New York City.
James C. Crane.
Goodrich Drug Co.....Omaha, Neb.
Howard Goodrich.
Philo Hay Specialty Co.....Newark, N. J.
H. A. Hardham.
A. J. Hilbert & Co.....Milwaukee, Wisc.
A. J. Hilbert.
E. W. Hoyt & Co.....Lowell, Mass.
A. D. Sargeant.
Richard Hudnut.....New York City.
G. A. Pfeiffer, H. W. Dusenbery.
F. F. Ingram Co.....Detroit, Mich.
F. F. Ingram.
Mme. Isabelle Co.....Chicago, Ill.
W. J. King.
The Jennings Co.....Grand Rapids, Mich.
Charles W. Jennings.
Andrew Jergens Co.....Cincinnati, Ohio.
F. C. Adams.
The Klinker Mfg. Co.....Cleveland, Ohio.
Gus C. Weil.
Koken Companies.....St. Louis, Mo.
Geo. D. Chisholm (N. Y. C.).
Larkin Co.....Buffalo, N. Y.
C. F. Booth.
La Valliere Co.....New Orleans, La.
Charles B. Dicks.
W. H. Loveland & Co.....Binghamton, N. Y.
W. H. Loveland.
Parfumerie Marceau.....New York City.
I. S. Zeluff.
Marinello Co.....Chicago, Ill.
A. A. Maurer, A. S. Willey (N. Y.).
Melba Mfg. Co.....Chicago, Ill.
F. W. Jones, G. M. Rowell (N. Y.).
Mennen Co.....Newark, N. J.
J. J. Korb, W. A. McDermid.
Meyer Bros. Drug Co.....St. Louis, Mo.
O. P. Meyer.
Monte Christo Cosmetic Co.....New York City.
Albert Edelstein.
T. Noonan & Sons Co.....Boston, Mass.
Frank M. Noonan.
Oxzyrn Co.....New York City.
R. E. Labarre, H. W. Turrell.
Plexo Preparations, Inc.....New York City.
A. F. Knowles, E. W. Cassebeer.
The Pompeian Mfg. Co.....Cleveland, Ohio.
Wm. Handler.



Twenty sixth Anniversary Banquet of the Manufacturing Perfumers' Association, at the Biltmore Hotel, New York, April 8, 1920.

Pond's Extract Co.....New York City.
C. M. Baker.
The Remiller Co.....New York City.
H. C. Rendler, W. J. Zollinger.
Herbert Roystone, Inc.....New York City.
H. W. Roystone.
Schandain & Lind.....Philadelphia, Pa.
Monroe P. Lind.
Lightfoot Schultz Co.....Hoboken, N. J.
W. L. Schultz.
C. H. Selick, Inc.....New York City.
Geo. Selick.
Adolph Spiehler, Inc.....Rochester, N. Y.
A. M. Spiehler, O. B. Spiehler, W.
C. French.
Frederick Stearns & Co.....Detroit, Mich.
J. L. Matthieu, Fred Christ.
C. H. Stuart & Co.....Newark, N. Y.
Paul D. Newton, F. K. Weingard.
Talcum Puff Co.....Brooklyn, N. Y.
P. E. Page, C. E. Humphrey.
United Drug Co.....Boston, Mass.
F. N. Langlois.
A. A. Vantine & Co., Inc.....Long Island City, N. Y.
W. A. Peters.
V. Vivaudou, Inc.....New York City.
V. Vivaudou, C. L. Nelson.
Northam Warren Co.....New York City.
Northam Warren, A. E. Boas, G.
V. O'Grady, Louis Halk.
J. B. Williams Co.....Glastonbury, Conn.
E. B. Hurlburt, P. K. Williams.
Allen B. Wrisley Co.....Chicago, Ill.
Joseph A. Barry.

ASSOCIATE

Addison Litho. Co.....Rochester, N. Y.
W. S. Addison, W. H. Green.
Alderman-Fairchild Co.....Rochester, N. Y.
H. O. Alderman.
American Aniline Products, Inc.....New York City.
W. W. Jones, K. D. Tucker.
American Can Co.....New York City.
E. Hoffman, C. H. Black, O. L.
Deming, Jack Selig, Harvey Col-
cord.
Bellaire Bottle Works.....Bellaire, Ohio.
E. C. Van Slyke.
Bennett & Davis.....Chicago, Ill.
D. A. Bennett.
Bond Mfg. Co.....Wilmington, Del.
Charles A. Tome.
Bornn Distilling Co.....New York City.
Frank Bornn.
O. A. Brown & Co., Inc.....New York City.
O. A. Brown.
Wm. Buedingen & Son.....Rochester, N. Y.
Karl Voss.
W. J. Bush & Co., Inc.....New York City.
C. Blair Leighton, R. S. Swinton.
Carr-Lowrey Glass Co.....Baltimore, Md.
A. F. Kammer, A. C. Burgund (N. Y.);
Wm. Orem, G. Lloyd.
Antoine Chris Co.....New York City.
M. Seely, F. K. Woodworth, T. T.
Holman, C. H. Campbell (Phila.)
Commonwealth Products Corp.....New York City.
Albert Dumont, Dr. H. F. Croen, F.
H. Rowse.
Dodge & Olcott Co.....New York City.
C. Beilstein, C. O. Horman, J. F.
Pound.
Justin Dupont.....Argenteuil, France
George Silver.
Compagnie Duval.....New York City.
F. W. Heine.
The Essential Oil Specialties Co.....Grassland, Pa.
Gustave Mahlick.
C. G. Euler.....New York City.

Florasynth Laboratories, Inc.....New York City.
C. L. Senior, L. A. Rosett, H. M. Nor-
ris.
Fries & Fries.....Chincinnati, O.
I. B. Loeb (N. Y.)
Fritzsche Bros., Inc.....New York City.
F. E. Watermeyer, J. Koehler, J. H.
McNamara.
George V. Gross & Co.....New York City.
W. A. Sherry.
Heine & Co.....New York City.
Paul Schulze-Berge.
Hugues Aine.....Grasse, France
F. H. Ungerer.
Imperial Metal Mfg. Corp.....Long Island City, N. Y.
Carl Bomeisler, Oscar Sondhelm.
The C. E. Ising Corp.....New York City.
Chas. E. Ising.
R. M. Krause, Inc.....New York City.
R. M. Krause, R. E. Chumaseiro, J.
M. Lawrence.
John D. Lawson & Co., Inc.....New York City.
John D. Lawson, Geo. Zirkel.
Lorscheider-Schang Co.....Rochester, N. Y.
F. Schang.
George Lueders & Co.....New York City.
Geo. Lueders, E. V. Killeen, Harry
Heister.
Magnus, Mabree & Reynard.....New York City.
P. C. Magnus, R. B. Magnus, J. B.
Magnus.
Metal Package Corp.....Brooklyn, N. Y.
Jules Smucker, E. M. Kaylor.
Compagnie Morana.....New York City.
Carl Schaezter, W. A. Walsh, Walter
Mueller, A. Fortune (Chicago).
M. Naef & Co.....Geneva, Switzerland.
F. H. Ungerer.
The J. H. Paddock Co.....Brooklyn, N. Y.
S. V. B. Brewster, H. L. Paddock.
Peerless Tube Co.....Bloomfield, N. J.
Geo. H. Neidlinger, D. M. Smith.
Pfaltz & Bauer, Inc.....New York City.
Harry Pfaltz.
Rockhill & Victor.....New York City.
P. R. Dryer, W. W. De Frees.
Roure-Bertrand Fils.....Grasse, France.
Geo. Silver.
Julius Schmid, Inc.....New York City.
A. H. Bergmann.
Stanley Mfg. Co.....Dayton O.
Geo. F. Stanley.
Swindell Bros.....Baltimore, Md.
C. J. B. Swindell, W. E. Swindell (N. Y.).
Synfleur Scientific Laboratories.....Monticello, N. Y.
Luis De Hoyos.
Henry Tetlow Co.....Philadelphia, Pa.
E. H. MacMillan.
Tin Decorating Co.....Baltimore, Md.
W. H. Green (N. Y.).
A. M. Todd Co.....Kalamazoo, Mich.
Paul Todd.
Ungerer & Co. Inc.....New York City.
F. H. Ungerer, Chas. Fishbeck.
A. L. Van Ameringen.....New York City.
A. L. Van Ameringen, R. Cary, G. Uhe.
Van Dyk & Co.....New York City.
S. Isermann, Max Isermann.
Waterbury Paper Box Co.....Waterbury, Conn.
H. H. Hemmway, F. L. Butz.
Jas. A. Webb & Son.....New York City.
A. F. Wortman, W. W. Davis, J. M.
Seaton, Fred Steffens, Theo. E. Roll.
White Metal Mfg. Co.....Hoboken, N. J.
C. A. Fulle, T. M. Rumbaugh, E. S.
Lucas, F. Ruckert.
R. Tyson White's Sons.....Brooklyn, N. Y.
P. H. White.
Whittaker, Clark & Daniels.....New York City.
W. B. Daniels, S. H. Clark.

A. H. Wirz, Inc. Chester, Pa.
A. H. Wirz, S. H. Cockran, J. B. Black-
iston.

VISITORS.

Glass Container Association of America
New York City.
George P. Nelson.
Winifred V. Loveland New York City.
Donald Young.
Julian W. Lyon New York City.
J. W. Lyon, R. W. Smith.

National Gum & Mica Co. New York City.
Arthur Alexandre.
Compagnie Parento Chicago, Ill.
A. Doolittle.
Park & Tilford New York City.
F. J. M. Miles.
Perfumers & Jewelers Box Co. New York City.
Ernest Sondhelm.
Trece Laboratories, Inc. New York City.
J. Lampel.
The Vogue Co. 19 W. 44th St., New York City.
A. H. Melville.

BUSINESS MEN IN POLITICS

(Speech of the Hon. Bert. M. Fernald, of Maine, delivered before the Manufacturing Perfumers' Association at the Biltmore, New York, April 8, 1920.)

Mr. Toastmaster, Ladies and Gentlemen:

I feel that I am not a stranger to perfume manufacturers, because you are members of great companies and corporations whose products for a long period have been household words throughout the country. And I have anticipated much pleasure in meeting you this evening, because you are engaged in an industry in which I feel the keenest interest.

MANUFACTURING.

Manufacturing has many subdivisions but they are similar in character: the bringing together and developing of many elements—different materials which combined constitute the finished product.

Under manufacturing may be classed the changing of anything from its natural state to the finished product. Every object we behold comes in some form either from the earth, the sea, or the air. Look down this magnificent avenue and see the great structures of brick and stone and iron. They have been developed and brought to their present state of usefulness through the labor of the manufacturer.

Step into the street and observe the attractive woman passing. We realize on reflection that her smart wool suit once adorned the backs of sheep in the mountains of Australia or on the ranches in the great West; her trim silk hose represents the tireless industry of a tiny worm in China or Japan; the fine feathers on her hat once were worn by the birds of the air, or plucked, maybe, from the tail of an ostrich; and the stylish gloves on her dainty hands once covered the forest fawn and were transferred from the deer of the woodlands to the *deer* of the metropolis. Above all, the delicate and subtle perfume which pervades the air as she approaches was once the fragrance deep in the heart of a rose and transformed by the magic of the manufacturers—you gentlemen who are now before me.

GROWTH AND EXPANSION.

In addressing you I feel that I am speaking to a body of men who, through great industrial plants, have helped to bring civilization to its highest degree of perfection. All your enterprises started in a small way. Time was when the manufacturer, like the small revenue banker or merchant, was on speaking terms with every person in his employ, and familiar with the conditions and surroundings in the family. But with the growth of these giant concerns where thousands are now at work, it is of course impossible for the executives of these large companies to know all the details of all the men in their employ. In

fact many heads of the big enterprises know scarcely anything about the average laborer in their plants.

But I believe we are approaching the time when closer personal relations, employer and employee will be established, creating a better feeling and understanding and aiding materially in building up that community of interest which must exist in order to bring about the best results in all lines of industry.

WAR TIME CONDITIONS.

We have just passed through an era of unusual activity. War created a demand for all kinds of American goods which were supplied in great quantities. We were called upon not only to fight the battles, but to furnish the goods and to pay the bills. Abnormal conditions resulted. Great powers were given the President of the United States. Transportation companies were turned over to federal control. A Fuel Administrator was given authority to direct the shipments of coal. A Food Administrator was empowered to dictate the very bread we should eat and the amount that be consumed. In fact, everybody was told by somebody just what to do and when to do it. All this dictatorship was accepted with patience and grace so long as it seemed necessary. Every sacrifice was made; each individual gladly rendered every service to help wage the great war and win the victory.

AMERICA IN THE WAR.

We were reluctant about entering the war. From that reluctance Germany gained the impression that we would not fight. Our reasons for delaying were quite misunderstood by her. She was told that we were a commercial nation; that our boys were without military training, were lazy, and lacking in courage; above all, that we were too proud to fight. But when our property was destroyed and the lives of our women and children were taken, Germany soon learned that not only were we able to fight, but that no army had ever encountered more manly, valiant and courageous soldiers.

RETURN OF OUR SOLDIERS.

Never again will any nation believe that an American is "too proud to fight." We have settled that question for all time.

BUSINESS MEN NEEDED.

We have need today for all the brawn and brain and energy of our manhood, in politics and in business. For more than twenty years I have believed and have publicly advocated—that business ought to take a greater interest

in the affairs of the government. *In season and out of season I have insisted that those who were instrumental in building up great enterprises should share the responsibility of legislating for the people.* For years business men have been too reluctant about devoting time to the affairs of government, either community, state or federal. And because of their reluctance, oftentimes men have been elected to public office who were entirely unfit. They may have had all the moral fibre and the best intentions, but they did not have the business experience or the knowledge of business affairs to qualify them to master the great issues of the hour.

TAXATION.

Through this indifference or reluctance on the part of business men all sorts of "isms" and "ites" have thrust themselves into American politics and now appear as American questions. I believe as never before that business men—you men who are before me this evening—ought to take keener interest and more active part in the solution of national problems. I believe the question of taxation is brought home to you so poignantly (in fact distressingly) that you will now be ready to listen to my plea and put your shoulders to the wheel. If you do, there will be no difficulty in maintaining that stability of government which was founded by the fathers. Unless you do, your children and your children's children will be confronted by obstacles far weightier and more insurmountable. On their shoulders will fall the burdens you fail to lift, and the destiny of this Republic may yet hang in the balance.

But I am optimistic. I believe in the patriotism, the loyalty and the courage of American business men to solve these problems in a businesslike and patriotic way. I believe you are willing to assume the responsibility.

WAR TIME EXTRAVAGANCE.

It is not my intention to emphasize this evening the waste and inefficiency that prevailed during the war. It is useless to cry over spilt milk or try to undo the past mistakes. When war came upon us we were entirely unprepared both in equipment and in trained men for the battlefield. Hurriedly we mobilized our army and equipped our men as best we could for overseas service. We are now paying—and must continue to pay—for our unpreparedness. Yet the lesson we have learned will be of value, I trust, in meeting future emergencies. But today the vital question for us to solve is how to legislate from now on to avoid errors.

I may with propriety, however, call your attention to the enormous sums represented by war expenditures. I will do this by comparison. The entire valuation of Maine (my native State) is about 600 million dollars. This comprises 520 towns, 20 cities and many plantations, with vast forests containing one-third of all the spruce timber of the country, and with great water powers and natural resources almost unsurpassed. Yet, the first appropriation for aircraft was 640 million dollars—more than the entire valuation of the State of Maine. And the investigating committee, headed by Senator Thomas of Colorado, reported that the entire amount was practically wasted. Still more other appropriations followed until more than one billion dollars was expended for aviation. Yet when the armistice was signed after nineteen months of war, not a single American-made bombing plane or fighting plane had reached the front.

Our railroads were turned over to the Federal government and operated under its control. (Permit me to say that I make no criticism of Mr. McAdoo nor of his part in the Railroad Administration.) But under Federal control our government lost more than one million dollars a day during the entire time, and the poorest service ever rendered by any transportation company was experienced by our people. Freight rates were advanced 25% and passenger rates 50%. Even with this great advance, the government operated our roads at a loss of more than 900 million dollars.

The Fuel Administration was a complete failure. Even now the great industries of the country are suffering from the rules which were laid down and which have been followed up to this time.

These are but a few of the governmental agencies that have been in charge of business during the war. And I call your attention to them because I contended it is impossible for our government to own or operate any business economically and to the advantage of either capital or labor. The government has commissions of all kinds to search the records of business firms and corporations. We have Federal officials to visit our factories, to demand our books, to direct our methods, and to dictate our policies.

LICENSING SYSTEM.

And now legislation of a licensing character is being proposed, to the end that every business head, and firm, and corporation shall be under the dictation of a government inspector.

I am opposed to all this. *We should enact laws to aid business, not embarrass it.* Let every man conduct his own business in his own way so long as it is honorable and legitimate. Cut out the government "red tape." Encourage individual ambition and initiative. For if we follow a line of paternalism (which has sprung up and has been advocated by ardent supporters of rank socialism), our country will become involved eventually in just such chaotic conditions as exist today in Russia. We will have no business and no republic; we will have the red, but not the red, white and blue.

Of course, my friends, we do not anticipate anything so disastrous. But we should realize the seriousness of the situation. Too many business men today are losing courage; too few are lending an intelligent hand to help improve conditions.

THE PUBLIC DEBT.

We have increased our indebtedness from one billion in 1917 to 24 billions at the present time. Nine billion dollars of this amount is owed us by foreign governments. I want to know how much each government owes us. I want to know when the interest is to be paid. I want our government to receive the interest annually and a stipulated amount on the principal. I want that sum to be deducted from the appropriations which we are obliged to make in this country. What is the present situation? Foreign governments have paid no interest up to date, and they are asking that payment be deferred for years to come. Yet these same governments are spending hundreds of millions of dollars in building warships and providing the fighting machinery for future wars. I believe that no government on the face of the earth should be permitted to build battleships or create additional war machinery until it shall have paid us the interest on its indebtedness every

year, as I have stated before, and a stipulated amount on the principal—thus relieving the American business men from the heavy burden of taxation.

FINANCE.

The complicated and deplorable condition of financial affairs has encouraged men of means to invest in government bonds and to withdraw funds from industrial and commercial activity. Government bonds at the present price are paying on a basis of nearly 5%. You can readily understand how men who have been in business for years and are reaching middle life feel they would rather retire from business than subject themselves and their business to the arbitrary dictation of petty government clerks. They prefer to invest their money in securities as enduring as the government itself. Naturally this withdrawal advanced the price of every product of the country.

LABOR.

To cope with this situation all sorts of suggestions and recommendations are being offered by organizations and associations. Shorter hours is one slogan. But one must also consider the matter of reduced production which is sure to follow. To those advocating a six hour day, I reply that the industries of the country cannot produce enough in six hours to satisfy the need. Again, if one class is to work only six hours, other classes are bound to be affected. How are we going to meet these issues?

THE FARMER'S PROBLEM.

I want to say now that the farmers of the country have taken a noble and patriotic stand on this labor question. The day of the average farmer is about eleven hours. It is impossible to shorten it. Horses and oxen must be fed long in advance of working hours. They cannot be fed at nine in the morning and three in the afternoon. But if other lines of business are to work on the six-hour basis, the farmers are up against this proposition in their employment of labor and must double the wages of employees. Whenever there is an advance in the price of farm labor, there is a corresponding increase in the price of farm products.

In face of the difficulties confronting the farmer today it is indeed unfortunate that so large a percentage of the boys who left the farm to fight on the field of battle have not returned to the farm, but have sought the big cities instead. This has made a great shortage in farm labor and is one of the causes of the high cost of living. This high cost will continue so long as shorter hours are demanded by the employees off the farm.

CLASS LEGISLATION.

It is imperative that an evening-up process take place in all lines of business. Employees of certain classes have appeared before Congressional committees asking for advances in wages, and sometimes threatening strikes of great magnitude which would work untold hardships all over the country. They are demanding increases in wages and shortening of hours for one particular class. Congress, I am glad to say, has taken a firm stand on this subject. It is the opinion of wise statesmen in both political parties that no class legislation shall be enacted.

ECONOMY.

There are government extravagances which ought to be eliminated. Too often and too long there has been duplicating of work by different departments. In federal gov-

ernment bureaus and divisions have grown up that ought to be abolished. Thousands and thousands of clerks are now in Washington who ought to be at home and on the farms—both men and women. Our government machinery could be reduced 50% without detriment to the country.

And it *can* be eliminated when the business men of this country (you men before me) decide that it shall be eliminated! You have attended well to your own particular business. You have built great industries—great manufacturing plants which are a monument to your ability. But you have an even greater work and a more pressing to perform. You are an integral part of a great corporation, the United States Government. It is your duty to see that the affairs of your country are conducted as your own business is conducted—on an economic and business-like basis. This is the message I bring you this evening; this is the solution I have to offer for all the problems in the administration of our government.

For more than a hundred years the free institutions of this Republic have been established. And now after a world upheaval, in this hour of crisis when men who are not 100% American are striving for supremacy and are undertaking to control our government and our organizations, it is *your* duty to come to the rescue; to see to it that business men are placed in the responsible positions as executive heads of our nation.

AMERICA'S FUTURE.

With the marvelous resources of our country, with prosperity which is before us, with the larger opportunities in every field of endeavor, with the phenomenal growth in all commercial industries—above all with the awakened loyalty and energy of our manhood and womanhood, I foresee a wonderful future for the United States of America! I have an abiding faith that American business men will once more drink deep from that well which was dug by the founders of this great Republic, and whose waters of truth and patriotism shall quench our thirst and shall give to our citizens the courage and the convictions that will make us what we were destined to be—a Democracy, strong, sound and free!

A SONG OF ATTAR

Professor Bjerneguard in his book "Sufi Interpretations of the Quatrains of Omar Khayyam and Fitzgerald" has this sweetest of all stories, one of brotherhood in the bitter sweet flavor of mortality, told by the Persian Sufi Attar:

One day the prophet on a river bank,
Dipping his lips into the channel, drank
A draught as sweet as honey. Then there came
One who an earthen pitcher from the same
Drew up, and drank; and after some short stay
Under the shadow, rose and went his way,
Leaving his earthen bowl. In which anew
Thirsting, the prophet from the river drew,
And drank from; but the water that came up
Sweet from the stream, drank bitter from the cup,
At which the prophet in a still surprise
For answer, turning up to heav'n his eyes
The vessel's earth'n lips with answer ran:
"The clay that I am made of once was man,
Who, dying, and resolved into the same
Obliterated earth from which he came,
Was for the potter dug, and chased in turn
Through long vicissitude of bowl and urn;
But howsoever moulded, still the pain
Of that first mortal anguish would retain,
And cast and recast, for a thousand years,
Would turn the sweetest water into tears."

BABSON REVIEWS THE SUMMER TRADE OUTLOOK

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions for 1920, based upon thorough investigation and careful observation of the field:

Summer Outlook.—What is the business outlook? In addition to my own views I have asked the department chiefs of each of the six branches of our service to state briefly their views of the outlook, as seen from the standpoint of their respective subjects.

Sales Territories.—At present almost the entire country shows good sales. The Northwest District is rather quiet, but this is due to an unsatisfactory crop season rather than to general causes. Sales possibilities in terms of dollars throughout the United States for the rest of the year are likely to continue reasonably good, though not in excess of 1919. The next major movement downward will probably first develop in cities dependent on boot and shoe, clothing and textile industries, and Atlantic Seaboard cities dependent largely on exports.

Industries.—For the next four months practically all lines of goods should meet with a good demand. There is, consequently, but little variation in the prospects for manufacturers and distributors in the various lines of industries. The construction of buildings, the manufacture of machinery, wearing apparel of all kinds, furnishings, equipment, should all proceed busily during this period. Certain industries should, however, have a watchful eye on conditions during the latter part of the year and thereafter. As the year progresses, steadily increasing sales resistance will be met. Concerns handling lines such as jewelry, silk goods, tractors, high priced grades of wearing apparel, automobiles and furniture should be among the first to notice a curtailment in business. They must take care not to be caught with large inventories of raw materials or finished goods.

Commodities.—All along, we have anticipated three distinct movements in the commodity market, following the ending of the war. The first movement, the sentimental shock and decline, culminated in the early spring of 1919. The second move, marking the re-apportionment period, has gone about as far as is warranted. This turning point, by the way, represents the peak of the long pull advance in commodities which started in January, 1915. The third post-war move, the beginning of the decline for the long pull downward, should soon develop. With but a few exceptions, from now on, the prime incentive for purchases should be to insure a constant supply. A few individual cases still require active buying for forward account, but in the main, money will be better off in the bank during the next year or two than in commodities.

Labor Conditions.—All the signs point to a continuation of the present scarcity of labor. Many wage increases are inevitable, since wage rates have gone up but about 60 per cent in the face of a cost of living increase of 90 per cent. We believe, however, that labor will yield to the prevalent anti-labor feeling by acting conservatively in pressing its demands.

The German Revolution.—It is not of so much importance which party eventually gains control of the German government. Probably neither the Radical Socialists nor the Militarist Junkers will be entirely victorious. Such a problem as this usually results in a compromise govern-

ment which is influenced by both factions. It means that the Socialists, who for the most part represent the theoretical and academic advisers in Germany, are not to have undisputed control. The business interests—bankers, merchants and manufacturers—will at least have a foot in the door. Consequently, from the German standpoint, we believe current developments will prove beneficial. They should eventually improve the value of the mark and the prospects of German rehabilitation.

From the standpoint of the Allies and the United States, the main question is not whether the Militarist party is gaining a foothold. The immediate danger from Germany is commercial, not military. It will depend entirely upon the degree of foresight and broad-mindedness with which the Allies and the United States deal with the Russian situation. Russia is a great producer of raw materials; Germany has the machinery and the skilled labor. If the Allies persist in refusing to trade with Soviet Russia, they will simply bind together the natural interests between Russia and Germany. They will foster a trade alliance which will be more formidable than any military opposition Germany could hope to present.

Proposed Tax on Sales.—Growing agitation for the repeal of the Excess Profits tax has finally been crystallized by the introduction of House Bill 11985 entitled "A Bill to Amend and Simplify Revenue Act of 1918, to Repeal the Excess Profits and Certain Other Taxes and for Other Purposes." This bill is now being considered by the Ways and Means Committee. The taxes which it proposes to eliminate would mean a loss of revenue amounting to \$1,817,000,000.

The main question is to find some form of taxation that will yield revenues sufficient to offset this loss. A 1 per cent tax on the volume of retail sales would produce from \$1,000,000,000 to \$2,000,000,000. The main opposition is on the ground that it is a direct consumption tax and would fall heavily on the consumer. However, if carefully worked out, such a sales tax might prove a most equitable substitute for the present excess profits tax.

Personal Note in Doing Business

The cold impersonality of the printed circular or circular letter repels more than it attracts the foreign buyer, in the opinion of a business man in Copenhagen, Denmark, who is himself interested in selling American specialties in Europe. In a letter to the Bureau of Foreign and Domestic Commerce this importer lays particular stress on the need for the more intimate note in communications sent to foreign countries and the desirability of supplementing the printed catalogue with a personal letter containing specific information as to prices and terms, saying:

"The main object of my letter to-day is to point out to you that very many circular letters, circulars, and catalogues were sent me by American manufacturers and exporters; with few exceptions these were sent as printed matter in a most impersonal way. You will fully appreciate, as I do, that this is a very poor way of trying to develop business. I would suggest that you point out to American manufacturers and exporters the necessity of writing an individual letter when sending catalogues, giving full details regarding prices, discounts, mode of payment, and other obvious particulars which are necessary in order to develop business, especially in foreign countries."

DRY LAW CONFERENCES AND RULINGS IN WASHINGTON

WASHINGTON, April 20.—Revision of parts of revenue regulations Nos. 60 and 61 has been suggested to the Internal Revenue Bureau by representatives of the drug and related trades, following a conference here at which certain amendments offered to regulations No. 61 by the United States Industrial Alcohol Co. and the Manufacturing Perfumers' Association were thoroughly discussed. Regulations 61 were issued for enforcement of title 3 of the Volstead act.

Present in the conference were W. L. Crounse, representing the Manufacturing Perfumers' Association and the Wholesale Druggists' Association, who presided; Mr. McGovern, counsel for the United States Industrial Alcohol Co.; President Spiehler, of the Perfumers' Association; S. P. Henry, of the Drug Trade Conference; Eugene Brokmeyer, representing the National Association of Retail Druggists; R. C. Stofer, of Norwich, N. Y., president American Drug Manufacturers' Association; Frank A. Blair, Chicago, and Henry Thompson, of this city, representing the Proprietary Association.

At the conference it is reported that Mr. McGovern presented amendments to the regulations that were desired by his interests, and these were supported by Mr. Spiehler. The matter was gone over fully and some of the amendments suggested were further changed to meet the views of some of the trade representatives present.

The purpose of the proposed revision of the regulation, it is stated, is to simplify the forms and procedure used by the Internal Revenue Bureau in connection with the distribution of industrial alcohol, including denatured alcohol. It is complained that there is so much red tape surrounding the procedure of complying with the regulations as now drawn that the result is that users of alcohol like manufacturing perfumers and others can not get alcohol when and in quantities required, although they have permits. Frequently jobbers of alcohol have not enough to supply the demands of large manufacturers and only a part can be delivered at one time. Under the regulations it is said long delay results in getting action on the application.

The fear was expressed by some trade representatives that modification of regulations 61 in some respects might affect the right of court review under the law and regulations 60. It was urged that this might be not jeopardized. The assembled trade representatives are understood to have decided finally that amendments suggested at first to regulations 61 should be submitted to the department, for use in connection with revision of either regulations 60 or 61 in certain respects.

After the trade conference a committee representing it appeared before Deputy Commissioner of Internal Revenue Gaylord, acting for Prohibition Commissioner Kramer, and presented the conclusions of the conference and its suggestions, with draft of amendments proposed, etc. Mr. Gaylord is understood to have promised a reply within a short time.

Representatives of the industrial alcohol and perfumery interests made most of their fight against Form 1410, entitled "Permit to Purchase Intoxicating Liquor, Etc., for Other Than Beverage Purposes." They insisted that although the law gives every citizen the right to purchase intoxicating liquor for non-beverage purposes and the department has issued regulations giving them this right, the

fact remains that they cannot obtain it when they want it, or in quantities as they need it, because existing regulations are not workable, so far as the trade is concerned.

NEW COMMISSIONER OF INTERNAL REVENUE

William Martin Williams, successor to Daniel C. Roper, has been sworn in as Commissioner of Internal Revenue. The ceremony was held in the office of Secretary Houston in the presence of the officers of the bureau and heads of Treasury divisions. Commissioner Williams was born at West Point, Ga., September 12, 1877. He practiced law in New York City from 1902 to 1908. In 1908 he removed to Montgomery, Ala., to become a member of the firm of Rushton, Williams & Crenshaw. He was appointed solicitor of the Department of Agriculture June 4, 1917, which position he held until his appointment as Commissioner of Internal Revenue.

HEARING ON TAX ON FRUIT JUICES

A sub-committee of the Senate Finance Committee recently gave an executive hearing to Congressmen from grape growing districts and representatives of grape industries, in support of the Hawley bill to reduce the internal revenue tax on fruit juices to two cents per gallon. Among those talking were Representatives Reed of New York, Shreve of Pennsylvania and Biggs of Ohio. The sub-committee was told that the present tax is altogether too high on fruit juice soft drinks. A hearing had previously been held on the fruit juice question, but the finance committee had not seen fit to report the Hawley bill.

MONTHLY RETURNS OF DISPOSITION OF ALCOHOL TO BE REQUIRED

The Internal Revenue Bureau, under date of March 2, issued an order known as Prohibition Mimeograph 45, requiring holders of permits to use alcohol and other liquor for manufacturing and compounding purposes to render monthly reports on Form 1421 of the alcohol and other liquor so used during the preceding month. Reports for the month of April will be the first required and must be made prior to May 10. This order imposes a very serious burden upon the trade and is criticised in some quarters on the ground that it furnishes the Government with no data of real value in addition to that supplied by the other records required to be kept under the provisions of Regulations No. 60.

Officials of the Internal Revenue Bureau defend the new order on the ground that it is necessary for them to follow closely the disposal of alcohol and other liquors, and that existing records do not supply this information in available form. Attention is called to the fact that the Volstead Act is new legislation and that all regulations issued pursuant thereto must be regarded as tentative until their necessity and practicability have been demonstrated by experience. If it shall appear that the labor and expense of preparing these monthly returns is out of proportion to the value of the information thus obtained by the Government, it is probable that the requirements will be modified if not altogether withdrawn.

INSPECTION OF PLANTS USING NON-BEVERAGE ALCOHOL AUTHORIZED

Prohibition Commissioner John F. Kramer has issued "Pro-Mim. 43" in which he gives instructions to examining

officers who will visit establishments holding permits for the use of non-beverage alcohol. Manufacturers who have such permits may expect visits from such examining officers. It is evident from these instructions, if any such evidence were needed, that the Bureau intends to keep close check on establishments where non-beverage alcohol permits are held. The examining officers are instructed to take cognizance of the reputation, previous occupation, etc., of the holder of the permits, the equipment of the plant, shipping records, etc.

LONGWORTH DYESTUFF BILL INACTIVE

There has been no change in the status of the Longworth dyestuff bill since the March issue of THE AMERICAN PERFUMER. The bill is still on the Senate calendar. A number of amendments have been suggested to the bill, all of which will help to impede its passage in the upper house of Congress, but none of which is of any interest whatever to the readers of THE AMERICAN PERFUMER.

It is absolutely impossible at this time to make any predictions regarding the passage of the dyestuff bill. There have been opportunities during the last month to have this bill passed, but those in charge of the legislation have not seen fit to call the bill up for consideration. The story in Washington is to the effect that Senator Penrose, of Pennsylvania, chairman of the Committee on Finance, has called a halt to any further proceedings on the bill until he can take the matter up himself. It is said that a number of textile manufacturers and others who are opposed to the bill got in touch with Senator Penrose recently, with the result that he instructed Senator Watson, of Indiana, who has charge of the bill, not to push it for passage until he (Penrose) can return to Washington.

GENERAL MISBRANDING BILL TO BE OFFERED

Representative Esch of Wisconsin, chairman of the House Committee on Interstate and Foreign Commerce, has announced that he will announce in a very short time a subcommittee to draw up a general misbranding bill. The bill will take into consideration the best features of the various bills which have been introduced in the House.

DENATURED ALCOHOL FORMULA MODIFIED

The Commissioner of Internal Revenue has sent the following to collectors in connection with modification of specially denatured alcohol:

Specially denatured alcohol Formula No. 25 is hereby modified as follows:

To every 100 gallons of pure ethyl alcohol add 20 pounds iodine, U. S. P., and 15 pounds potassium iodide, U. S. P. The modified formula is authorized for the purpose of rendering the content of free iodine in this formula more stable.

Business Booms; Good Results from Advs.

(From James Counts Co., 5236 North Market St., St. Louis, Mo., Sanitary Specialties, Liquid Soap, Liquid Shampoo)

We have been doing a local business in liquid soap, etc., for the last 10 years, and in 1919 decided to spread out a little, the results being that we doubled our business of 1918. At the present writing we are going at a rate which will greatly increase our business over 1919 and we will not be surprised to see another 100 per cent increase in our business this year, if not more. Incidentally we wish to state here for the short period we have been advertising in THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW we have had inquiries from nearly every State in the Union some of which have developed us some business. We wish you success.

RECLAIMING SEIZED CARGOES.

Following the announcement that Great Britain was ready to release cargoes seized during the war, the New York Merchants' Association asked the State Department to ascertain the method that must be followed by American owners in order to recover their property. Alvey A. Adey, Assistant Secretary of State, has forwarded the following letter in relation to the subject from Robert P. Skinner, American Consul General in London:

"I have the honor to refer to my telegram of December 22, 1919, in regard to Prize Court matters in which I set forth the procedure indicated by the Procurator General as necessary in order to effect the release of the consignments described by the Foreign Office in Lord Curzon's note of December 4, 1919.

"The Department will have noted from my telegram that practically all east bound goods will be released on presentation of documents of title and full sets of bills of lading, together with invoices when possible; but as to certain cases the Procurator General desires to obtain Prize Court decisions in order to clear up the principles involved.

"As to west bound goods, these will be released on evidence of payment having been made; deposits will be released on proof that the goods had been paid for prior to the deposits having been made; and goods bought on running account will be released when it can be shown that the running account really effected payment.

"In view of this understanding with the Procurator General, I am now prepared to receive applications for the release of goods, or the reimbursements of deposits."

BRAZILIANS MISUSE TRADE-MARKS.

According to reports received by the Bureau of Foreign and Domestic Commerce there has recently been a systematic registration of American trade-marks and trade names in Brazil without the authorization of the owners of the United States. Among the marks so registered have been included also several generic terms not registrable in the United States and various geographical names, such as "Syracuse." One firm in Rio de Janeiro is reported to have registered since July, 1919, more than 50 American trade-marks, including several widely used in the United States and in the export trade. The Bureau has sent notices to the owners of these marks in order that they might take steps to have the registrations canceled. As trade-mark applications are not published in Brazil until the marks have been registered, it is usually impossible to enter opposition in time to prevent registration being granted. In addition the Brazilian law permits the first applicant to register any mark, and cancellation of registrations once granted is difficult and expensive. American firms exporting trade-marked goods to Brazil are urged to protect themselves against such fraudulent registration by securing registration of valuable marks in their own names.

Talc Deposits of South Manchuria, China.

There are large deposits of high-grade talc near Tashih Chiao, South Manchuria, China, according to the Bureau of Foreign and Domestic Commerce. The Crude material can be delivered at the dock ready for shipment, in bulk, at about \$7.25 per ton, or in strong sacks at about \$9 per ton. For detailed report by J. Morgan Clements, United States Trade Commissioner, ask for file No. FE-107.

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

An important meeting of the Executive Committee of the Flavoring Extract Manufacturers' Association was held in this city at the Pennsylvania Hotel since our last issue. Those in attendance were as follows: C. D. Joyce, of Philadelphia, president of the association; R. E. Heckin, of Cincinnati, first vice-president; L. B. Parsons, of New York, second vice-president; L. K. Talmadge, of Springfield, Mass., secretary; F. A. Ross, of Charlestown, Mass., treasurer; F. P. Beers, of Earlville, N. Y.; F. L. Beggs, of Newark, Ohio; R. H. Bond, of Baltimore, and John L. Clawson, of Philadelphia, research committee.

The Executive Committee decided to hold the eleventh annual convention of the association in the Kimball Hotel, Springfield, Mass., July 7, 8 and 9. The Entertainment Committee was appointed, with Secretary Talmadge as chairman. His associates are T. W. Carman, also of Springfield; former President F. P. Beers, Treasurer Ross and Harry Hirsch.

Chairman Bond, of the Legislative Committee, made a report on legislative developments since the last meeting.

Chairman Beggs of the Scientific Research Committee, made a tentative report on the minimum content of alcohol in flavoring extracts.

The board elected the following twelve new members:

St. Louis Coffee and Spice Mills, St. Louis, Mo.
 Worden Grocery Co., Lansing, Mich.
 Puritan Drug Mfg. Co., Columbus, Ohio.
 P. E. Jodoin, Danielson, Conn.
 Morrow & Co., New York City.
 McCord-Brady Co., Omaha.
 Jno. Blauls Sons Co., Burlington, Iowa.
 W. B. Jaques Drug Co., Plattsburg, N. Y.
 Thomas Black Co., Columbus, Ohio.
 American Stores Co., 4th and Noble streets, Philadelphia, Pa.
 Evans-Rich Mfg. Co., St. Louis, Mo.
 Alfred Lowry & Bro., Philadelphia.

Fertilization of Vanilla Flowers.

According to the *Revue Agricole*, published in the island of Réunion, the first vanilla plants were brought to Réunion from Cayenne in 1819 by Admiral Philibert. The admiral has given the plants into the care of one of his sailors, of the name of Perrotet, and who became sufficiently interested in them to afterwards become the manager of a vanilla plantation at Pondichéry. Artificial fecundation of the vanilla flower was not employed until a slave of the name of Albins happened to have noticed his master, M. Beaumont Bellier, fertilizing the flowers of a species of acacia, and for the sake of amusement he tried the same process on vanilla plants which failed to yield any fruit. This was in 1841, since when the artificial fertilization of vanilla flowers has been a regular practice.

SODA WATER FLAVORS MANUFACTURERS.

G. J. Hurty, of Indianapolis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been busy this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in the various legislatures, and has transmitted it promptly to the members.

Exports of Flavoring Extracts.

The January exports of flavoring extracts from the port of New York were as follows: Netherlands, \$1,408; Sweden, \$4,380; England, \$8,226; Bermuda, \$81; British Honduras, \$125; Costa Rica, \$128; Guatemala, \$369; Nicaragua, \$93; Panama, \$3,727; Salvador, \$181; Mexico, \$1,012; Newfoundland, \$224; Barbadoes, \$102; Jamaica, \$424; Trinidad, \$219; other British West Indies, \$362; Cuba, \$4,905; Danish West Indies, \$141; Haiti, \$504; San Domingo, \$73; Argentine, \$2,491; Brazil, \$569; Chile, \$252; Columbia, \$2,002; Ecuador, \$60; British Guiana, \$49; Dutch Guiana, \$14; Paraguay, \$716; Peru, \$632; Uruguay, \$600; Venezuela, \$2,587; China, \$61; British Indies, \$310; Straits Settlements, \$7; Japan, \$136; Australia, \$516; New Zealand, \$1,263; Philippine Islands, \$588; British South Africa, \$31; total, \$39,594.

Production of Vanilla in the South Indian Ocean.

Vice Consul E. A. Feibelman, Tananarive, Madagascar, reports that the production of vanilla beans in Madagascar and dependencies, including the Comoro Islands, and in the islands of Réunion and Mauritius for the season 1919-20, has been established as follows:

Madagascar and dependencies:	Pounds.
Comoro Islands	403,204
East Coast	423,503
Nossi-Be	110,230
Total	936,937
Mauritius	2,646
Reunion	198,414

Statistics received by the consulate from the governor of the Seychelles Islands indicate that the vanilla production in that archipelago is estimated at 6,614 pounds of cured vanilla for the year 1919.

Alcoholic Extracts in Canada.

The present session of the Legislature meeting in Winnipeg, Canada, is scheduled to consider an amendment recommended by the Dominion Government to place vanilla extract and other essences containing a large percentage of alcohol under the Manitoba Temperance Act. The proposed amendment limits sales of such extracts to two and a half ounces at a time. Bay Rum also is included in the proposed legislation.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

UTAH EXTRACT REGULATIONS.

For the purpose of complying with the various prohibition laws, the extract manufacturers in Utah have organized an association under the auspices of the Utah Manufacturers' Association and have prepared rules and regulations governing the manufacture and sale of extracts, according to John S. Earley, secretary of the Manufacturers' Association. The regulations have been approved by Daniel B. Shields, attorney general, Mr. Earley said. The organization was named the Utah Extract Manufacturers' Association and each member subscribes to the regulations and agrees to abide by them.

Under the regulations the extracts that can be manufactured and sold in Utah are: Pure extracts, U. S. P. standard, artificial extracts as follows: Lemon, vanilla, raspberry, strawberry, almond, pineapple, peach, coffee, chocolate, banana, wild cherry, rum neroli, cognac, cherry, grape, apple, blackberry and all other extracts of similar nature; maple and pistachio concentrates and terpeneless extracts.

Extracts, under the regulations, can only be sold to grocery stores. Jobbers, manufacturers, bakeries, soda fountains, hotels, restaurants, boarding houses and similar establishments under prescribed restrictions.

Restrictions on the sale of extracts are that pure extracts U. S. P. standard, artificial extracts of lemon, vanilla, raspberry, strawberry, almond and pineapple and maple and pistachio concentrates shall be sold only in sizes not to exceed eight fluid ounces to grocery stores, and the quantity in any one order shall be limited to six dozen eight-ounce bottles, 12 dozen four-ounce bottles, or 18 dozen two-ounce bottles. The customer may select any one flavor or assort his order to include what flavors he wishes.

Artificial extracts of peach, coffee, etc., and terpeneless extracts may not be put up or sold in any size below 16 ounces. There is no limitation on the handling of extracts by jobbers, manufacturers, bakeries, soda fountains, hotels, restaurants, boarding houses, etc.

Sale of extracts to cigar stores, pool halls, coffee houses, barbers and illegitimate dealers is prohibited, while manufacturers, such as confectionery stores, bakeries and soda fountains cannot buy in less than eight-ounce sizes, but may buy all flavors in larger containers for their own manufacturing purposes.

Vanilla Extract Not Intoxicating Beverage

In Larned, Kansas, the local courts recently decided that vanilla extract is not intoxicating and its sale as a beverage is within the law. The ruling was made in the case of Frank Winter, who was tried for violation of the bone-dry act after he had sold a bottle of the extract, which, it was alleged, caused the purchaser to become intoxicated.

Japan Experiments with Saccharine.

The Japanese Government is conducting extensive experiments to determine the effect on the public health of saccharine as a substitute for sugar. The prohibition on the use of saccharine has been in force in Japan for 16 years, and if this restriction is removed it is thought it will have the effect of materially reducing the cost of sweetening.

Saccharine Use Continues in France

The use in France of saccharine and other sweetening agents in food products is to continue "for three years after the date of the cessation of hostilities."

Watch How Our Commerce Grows.

United States imports during March totalled \$484,000,000, the highest in history, according to a Commerce Department announcement. The last previous record January, 1920, was exceeded by \$10,000,000.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notcies of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Acts, Nos. 6,601 to 6,750, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers

6,606, 6,607, 6,612, 6,635, 6,653, 6,654, 6,693, 6,701, 6,738 and 6,740 relate to the misbranding and adulteration of olive oil. Fines of \$30 each were imposed in the first three cases and in the other cases the product was released under bond.

STATE.

Indiana.

Recent reports of T. L. Miller, Indiana State Food and Drug Commissioner, show a monthly average of more than 830 inspections. Forty-four soft drink establishments were condemned in one month. About 10 in 50 of food and drug samples are found adulterated or otherwise deficient.

North Dakota.

E. F. Ladd's North Dakota Bulletin No. 12 devotes several pages to exposing the extravagant claims made on food labels. "These claims," says W. E. Bowers, "are not supposed to be looked upon with the indifference that would be exercised in viewing a circus poster. Labels are often gotten up in such a manner that they could not be said to infringe upon the pure food laws, and yet their meaning is ambiguous and they are misleading to the majority of food purchasers. The North Dakota food laws protect the consumer well in this regard. But obviously it is impossible to hold manufacturers and dealers to a regime that would make a perfectly clear and unmistakable presentation to every individual who has to buy food, regardless to his fund of information regarding such matters. While packers and dealers are expected to comply with the spirit as well as the letter of the law, homekeepers and food purchasers should exercise their rights and assume their privileges to make a serious study of what is said about the food they buy."

West Virginia.

State Commissioner of Agriculture James H. Stewart of West Virginia has appointed T. J. Cochrane, T. B. Leith and B. B. Kaplan as assistant chemists. They are to be located at the State University at Morgantown. They fill vacancies caused by the resignation of J. B. Krak, who left to accept a position with the General Chemical Co.; H. H. Hanson, who becomes State chemist of Delaware, and G. W. Burke, who has joined the teaching staff of the Ames Agricultural College in Iowa.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

GLYCERINE AS A SUBSTITUTE FOR ETHYL ALCOHOL IN FOOD FLAVORS¹

By MELVIN DE GROOTE²

The accepted legal definition of a flavoring extract is presented in Circular 136 of the United States Department of Agriculture. It is as follows: "A flavoring extract is a solution in ethyl alcohol of proper strength of the sapid and odorous principles derived from an aromatic plant, or parts of the plant, with or without its coloring matter, and conforms in name to the plant used in its preparation." This definition is, moreover, amplified by a footnote which states that "The flavoring extracts herein described are intended solely for food purposes and are not to be confounded with similar preparations described in the *Pharmacopoeia* for medicinal purposes." This definition is generally looked upon as being sufficient to cover the true extracts, and accordingly all non-alcoholic³ products must be regarded as "flavors."⁴

The laws of the various individual states do not, however, always correspond to the above mentioned ruling. To illustrate, the Illinois dairy and Food Law, in force July 1, 1919, as given in the last published Code on page 52, article 22, defines extracts and flavors as synonymous terms: "The terms extract, flavor, flavoring, spirits, essence, and tincture, as applied to solutions used for flavoring food products, are held to be synonymous, but the use of any term in lieu of the word extract is deprecated as applied to flavoring solutions from aromatic plants or parts of the plant." The laws of Idaho,⁵ Oklahoma⁶ and Pennsylvania⁷ are explicit in considering the terms extract, flavor, flavoring, essence and spirit synonymous. The code of the State of Georgia⁸ defines "flavor and extract" to be the same. Bulletin 3 of the Food and Dairy Department of Iowa⁹ goes into considerable detail in regard to lemon preparations in the following statement: "Lemon extract, lemon flavor, lemon flavoring, lemon, all purport to be extract of lemon as defined by the standards." The Food and Drugs Standards of Kansas¹⁰ repeat the definition for extract in connection with the words "flavor" and "flavoring." It is plainly indicated in the Ohio Food and Drug Laws¹¹ that the word "flavor-

ing extract" includes the synonymous terms mentioned above. The laws of Maryland¹² and Wisconsin¹³ also contain definite regulations to the same effect. The regulations in New York¹⁴ and Washington¹⁵ are not precise, and likewise lend themselves to other interpretation.

Such laws could be changed so as to be uniform in all states, but even then the use of the word "flavor" to denote a non-alcoholic product is open to a second and possibly more serious objections. The word "flavor" has been used in the past, for the most part in connection with imitations or compounds which the public has been led to consider as inferior in quality to the true and genuine "extract." The pure food laws of New Hampshire¹⁶ use the word "flavor" in connection with compounds and imitations. The statutes of Colorado¹⁷ arouse suspicion by the statement that "use of the word 'flavor' to evade standards of extracts is not permissible." In North Dakota¹⁸ the products prepared from lemon, vanilla and tonka are defined as extracts, while that prepared from vanillin is known as "vanillin flavor." The Federal laws¹⁹ use the word "flavor" in connection with imitations and substitutes.

In actual manufacture and sale the word "flavor" is rarely employed to indicate a true alcoholic extract of standard strength. A manufacturer of such a product naturally prefers to use the term "extract." It is obvious that the use of word "flavor" in connection with a non-alcoholic product, when such a product conforms to the true standard of an alcoholic extract may arouse undue misgivings as to the quality thereof. A non-alcoholic vanilla of standard strength, prepared from the bean, might be labelled "Vanilla Flavor" and have to compete with a low-grade compound labelled in an identical manner. At the same time, the manufacturer of the true alcoholic extract, even though his product would not be superior to the non-alcoholic vanilla, would have a certain element of protection, by labelling his product "extract."

It seems possible that the expression "non-alcoholic extract," if applied to non-alcoholic products of standard strength, would be more equitable for all concerned. The word "extract" is used more with the purpose of conveying the idea of a concentration of principles, rather than to suggest the utilization of alcohol in the process of manufacture.

There was never a time that the problem of non-alcoholic flavoring products was of more vital interest than today. The Eighteenth Amendment has been enforced in a way that is certainly fair and just in regard to the extract industry. There is no question but that it will receive the fullest co-operation from every member. It should be remembered, however, that extracts might be

¹This is the first of a series of articles dealing with the various solvents and vehicles which have been suggested to replace ethyl alcohol in flavoring products. In connection therewith, the use of glycerine is being subjected to a very critical study insofar as it may be regarded as typical of the entire class; indeed, glycerine is possibly the most promising member. This research is being conducted by the Mellon Institute of Industrial Research, of the University of Pittsburgh, Pittsburgh, Pa. For the full purpose of this inquiry see AMERICAN PERFUMER, 14, 10, 337.

Further contributions, dealing with specific applications, are contemplated for future publication as the work in the laboratory develops. Among the papers will be included the following:

"The use of Glycerine in Imitation, Compound, and Concentrated Vanilla Flavors."

"The Use of Glycerine as an Addition Agent in the Essential Oil Extracts."

"The Use of Glycerine in the Ethereal Fruit Flavors."

"The Use of Glycerine in Non-Alcoholic Gum Emulsions."

"The Production of Non-Alcoholic Vanilla and Tonka Extracts from the Bean."

²Industrial Fellow of the Mellon Institute of Industrial Research of the University of Pittsburgh.

³The use of the word alcohol in this paper is not in a generic sense, but relates specifically to ethyl or grain alcohol, unless textual notation is made to the contrary. However, glycerine, or glycerol, as the compound is termed chemically, is an alcohol. Therefore, from a strictly scientific viewpoint it is incorrect to refer to a product containing glycerine as being "non-alcoholic."

⁴See Tea and Coffee Trade, J., 35, 228.

⁵See Dunn's "Pure Food and Drug Legal Manual," 1, 344.

⁶See Public Health Laws of Oklahoma, Bull. 101, 103.

⁷See Dunn's "Pure Food and Drug Legal Manual," 1, 1467.

⁸See Bull. Georgia Department of Agriculture, No. 75, 75.

⁹See Dunn's "Pure Food and Drug Legal Manual," 1, 651.

¹⁰Kansas Food and Drug Standards, 4th Ed., 34.

¹¹Ohio Food and Drug Laws, 1916, 11.

¹²Laws pertaining to Food and Drugs, Maryland, 1910 and 1916, 18.

¹³Wisconsin Dairy and Food Laws, 1913, 42.

¹⁴State of New York, Department of Agriculture, Opinions of the Attorney-General relative to the Provisions of Article VIII of the Agricultural Law with reference to Extract Flavorings.

¹⁵Laws and Regulations, Department of Agriculture, Washington, 34.

¹⁶Abstract of Laws and Regulations, New Hampshire Board of Health, 4th ed., 9.

¹⁷Dunn's "Pure Food and Drug Legal Manual," 1, 344.

¹⁸North Dakota Agricultural Experiment Station, Special Bull. No. 6, 36.

¹⁹Bureau of Chemistry, Food Inspection Decision 47.

diverted to beverage purposes by persons of unscrupulous character. Such a violation would be without the knowledge or consent of the manufacturer, but in the eyes of the law such a manufacturer might at least be held as a contributing party. Some people whose zeal for prohibition has developed to a stage where it is narrow-minded might insist that the sale of any alcoholic extract be prohibited or else that the sale be conducted under so much red tape that it would be distasteful to the public.

STATES HAVE RIGHTS TO PASS LAWS

Another legal factor is that each state may pass such laws as it sees fit to govern the purchase of alcoholic extracts within its own confines. Some of these proposed laws would absolutely annihilate the industry in the particular states in which they are enacted. To illustrate, the Nunn Bill now pending in the State of Kentucky²⁰ would be fatal if passed and enacted in its present form. The sale of lemon extract has been illegal in the State of South Dakota for some time. The motive for using extracts as stimulants has been insignificant in the past compared with the present day. As people in a general way are apt to turn to the path of least resistance so there will always be a class of degenerates that will drink any alcoholic product regardless of taste or physiological action, provided that it does not mean death or physical disablement. In other words, alcoholic flavoring extracts are in a precarious position.

Every manufacturer realizes that to produce a satisfactory non-alcoholic flavor requires considerable experimentation and investigation. In addition there is the economic aspect of using a cheaper solvent or vehicle than alcohol. It might be possible to give the consumer a larger amount of the aromatic constituent if the carrier itself were less expensive. This might mean the use of a wide mouth round bottle or a collapsible tube as a container rather than the present type of panel bottle. Such a change seems revolutionary in some respects, but is nothing more than is now being proposed for alcoholic extracts for an entirely different reason.²¹

There are no objections to marketing a non-alcoholic product in a different style of container, provided that the flavoring material is measured in the usual way with a teaspoon.

MANUFACTURE OF IMITATION LIQUORS

The manufacture of imitation cordials and liquors, which simulate the taste and aroma of the alcoholic favorites of by-gone days is assuming a new and increasingly important aspect. This field is naturally connected with non-alcoholic flavors in a close way. The soft drinks of the past have largely been fruit juices or carbonated beverages like ginger ales or colas. These non-alcoholic imitation beverages derive their flavors from various natural fruits, essential oils, aromatic esters, oleo-resins and herbs. The training, experience and equipment of the extract maker may place him in a logical position to manufacture such drinks. At the present time some of the manufacturers of non-alcoholic flavors are producing these beverages for the market.

The study of non-alcoholic flavors resolves itself into the consideration of non-alcoholic solvents,²² because, in most

cases, the aromatic principles are the same, and only the solvent differs from that used in the case of true alcoholic extracts. The various factors which determine the value of a solvent are as follows:

- (1) The solvent must be harmless and entirely acceptable from a bromatological standpoint.
- (2) It must be odorless. Practically every extract is judged, at least partially, by its odor, so that it is necessary that there shall be no foreign odors.
- (3) The desirability of the absence of any characteristic taste on the part of the solvent is obvious.
- (4) The solvent should not be subject to deterioration during storage. There should be no separation, fermentation or oxidation.
- (5) The solvent acts as the vehicle for the flavoring principle, and supplies it in convenient and proper strength. In Germany, vanilla beans are sometimes used directly in the same fashion that sticks of cinnamon are employed in this country. The solvent in the vanilla extracts becomes a convenience. The solvent must dissolve or mix with the flavoring constituent in the proper ratio. Coumarin is slightly soluble in water, yet water can not be considered as a suitable solvent because the amount is too small.²³
- (6) The solvent should desirably act as a preservative for the aromatic flavoring principle.
- (7) The solvent may act as the extraction agent as in the case of vanilla extract.
- (8) The solvent must not be appreciably affected by ordinary changes in temperatures.
- (9) The solvent should distribute the aromatic principle in a very finely divided state so that it is actually available for flavoring purposes. For instance, a drop of lemon oil might be added to a cake icing, and, with sufficient stirring, the flavoring might be distributed. It should be remembered, however, that the extract—and by "extract" in this particular case is meant alcoholic extract—has not rendered the oil of lemon really soluble in the chemical sense of the word. It is true that certain extracts might be added in small enough quantity to a product such as a high alcoholic cider and remain completely in solution, but this is the exception rather than the rule.

The addition of water to a lemon extract produces a partial precipitation of certain constituents of the oil of lemon in a finely divided or colloidal form. In every day use, when the extract is added to a food such as a custard, there is a similar distribution of the flavoring elements. It is apparent that any solvent should be effective in causing a distribution of the aromatic principle in a manner that is comparable to an alcoholic extract.

- (10) The price of the solvent is a factor. The cost of manufacture in the extract industry is going upward by

²⁰The word "solvent" is used in a general sense. This is necessary because an attempt has been made to give classifications that will be broad enough to include a score of flavors,—made in a half a dozen different types. From the chemical standpoint the word "solvent" should be used to denote an actual solution; that is, one where there is ionic or molecular dispersion, such as salt in water or citral in alcohol. The word "vehicle" may be advantageously used to denote the solvent in emulsions and similar type flavors. The aromatic principle is finely divided and in suspension as the case of white lead in linseed oil. The words "diluent" and "carrier" might be employed in describing various flavors, but it should be remembered that in some cases the solvent is more than simply a carrier or diluent. The use of the word "menstruum" has been purposely ignored. The etymology of the word does not explain its use in the sense of an extractive agent or solvent. In fact, such use is obsolescent.

²²See Van Nostrand's "Chemical Annual," third issue, 240.

²⁰See Commonwealth of Kentucky, Senate Bill No. 118, House Bill No. 181.

²¹See Tea and Coffee Trade J., 38, 2, 194.

leaps and bounds. The cost of practically every important article entering into the sale of the finished product has increased.

(11) It is preferable that the solvent be fluid enough that the flavor can be used directly without previous "cutting" with water or milk. It should be remembered, however, that bakers' emulsions are usually "cut" in a manner described, and in this case such procedure is not objectionable. For the housewife it is an inconvenience which is apt to be neglected, with poor distribution of flavor as a result.

When the various non-alcoholic flavors are examined on the basis of the criteria mentioned above, it is possible to gain a more intimate knowledge of the merit and limitations of each product. Non-alcoholic flavors may, generally speaking, be divided into the following classes:

- (1) Dry powders, such as vanilla sugars.
- (2) Solutions of vanillin and coumarin in mixtures of glycerine and water.
- (3) Real or pseudo-emulsions with such products as invert sugar, etc.
- (4) Products prepared by means of fixed oils, preferably a high-grade edible vegetable oil.
- (5) Gum emulsions prepared by combining the various essential oils with gums, such as tragacanth, acacia, or karaya, water and glycerine.

The powders are usually prepared by mixing vanillin, or ground vanilla beans, or oleo-resin of vanilla with sugar. The sugar has not acted as an extraction agent, but that would not vitiate the value of the final material.

However, such a product does not reasonably meet the ninth requirement mentioned above, a fact which has been previously noted by Herman T. Vulte.²⁴ At times mixtures of sugar with oils of the citrus fruits have been placed on the market. In this case there is the additional objection that deterioration would be possible. The thin layer of oil covering the surface of the sugar would be in an ideal position for oxidation and terebinthination of the terpenes. With terpeneless oils, the likelihood of deterioration would be diminished but not entirely eliminated.

In the case of the glycerine flavors, the chief objection is that vanilla imitation or compound is the only product which can be conveniently prepared by the methods in vogue. The product is satisfactory in every way, except that it does not entirely comply with the requirement regarding cold weather. Such flavors sometimes precipitate out a small amount of the aromatic chemicals in winter weather, but where sufficient glycerine is employed this is rather exceptional. The usual precautions taken in the trade in regard to products affected by freezing are sufficient to safeguard the material. The satisfaction that this class of flavors is giving in the baking business is particularly noteworthy. The large amount that can be given for a fixed sum naturally aids in introducing the product to the household trade, but it is quite probable that it is the actual quality of the product that brings the repeat business that is so generally enjoyed by the various manufacturers.

The invert sugar type of flavor is indeed a very interesting one since it can to some extent be considered as a typical "war baby." During the war, when glycerine was unobtainable, R. O. Brooks tested various sugars as substi-

tutes for glycerine in non-alcoholic flavors. Crystallization is the principal objection to the sugars. Invert sugar, especially one high in levulose, is best adapted for food flavors. Members of the Flavoring Extract Manufacturers' Association will recall Brooks' discourse before the annual meeting in 1918.²⁵ To-day, when glycerine is more readily obtainable than invert sugar, and the price in comparison may be even lower, it is naturally preferred because of its superior solvent, preservative and emulsifying properties.

The fourth class, viz., fixed oil solutions, has been discussed by Azor Thurston.²⁶ Thurston proposes to make extracts by dissolving the essential oil in an edible oil, or, in the case of vanilla or tonka, by agitating the ground beans with oil. In this particular instance, the solvent is harmless,—it is, in fact, a food,—but it is neither odorless nor tasteless. However, the taste or odor of a prime vegetable oil is hardly such as to condemn the flavor for that reason alone. It is quite possible that the vegetable oil so employed would in time become rancid, although such a case has never been recorded in the literature.

In the case of vanilla beans, a vegetable oil will not act as an extraction agent. It may dissolve out some of the vanillin, and possibly a part of some of the other flavoring substances, but it is absolutely unsatisfactory for use in the manufacture of such extracts. Tonka "extracts" prepared in a similar manner are somewhat better than the vanilla products, but are still very inferior to the alcoholic extracts. The solvent becomes clouded in cold weather and gives the "extract" an unsalable appearance. It may also be possible that any vanillin or coumarin dissolved in such an oil might partially precipitate in cold weather.

Such a mixture in oil is absolutely insoluble in water. The extract cannot therefore meet requirement nine as listed above. It is true that, if the "extract" is added to cake batter, or some food containing albuminous material, or some other product that will act as a distributing agent, some satisfactory results may be obtained. If such a product were used in ices or in fruit punches, the limitations are evident.

The economy to be gained by using a vegetable oil as a solvent is questionable when it is remembered that many extracts, such as imitation vanillas and compounds, almond, lemon imitation, true vanilla and terpeneless lemon, are made with alcohol ranging from 15 to 50 per cent, whereas the oil solvent would have to be used in undiluted form.

The last group of flavors that is referred to above is in many ways the best known. Naturally, it is a class where personal ideas may come into play more widely, and, as a result, afford a field for individuality. The several varieties of gums previously mentioned are most frequently used. However, it is possible that other edible emulsifying agents, such as albumen, starch, dextrine, casein, concentrated milk, etc., might be employed.²⁷ The various ratios of the ingredients used offer a large range for variations. Some flavors in this class may, of course, be legitimately subjected to criticisms from which others are entirely free.

(To be concluded)

²⁴See Tea and Coffee Trade J., 35, 2, 150.

²⁵See Midland Druggist, 53, 3, 88.

²⁷The study of emulsions is a part of colloid-chemistry. An interesting article on the commercial applications of colloidal chemistry, written in non-technical language, will be found in Chemical Age, 2, 1, 325.

²⁶See Flavoring Manufacturers' Association Circular No. 48.



Mr. Melvin De Groote, author of the timely article on "Glycerine as a Substitute for Ethyl Alcohol in Food Flavors," which is printed elsewhere in this issue, is exceedingly well qualified to handle the subject comprehensively and instructively for the benefit of members of the industries which are interested in the matter. Mr. De Groote was graduated from the Ohio State University in 1915 with the degree of Bachelor of Chemical Engineering. He was employed as testing chemist for the Maxwell Motor Company of Detroit until 1916, when he accepted a position in the Research Department of the Koppers Company. This work included considerable investigation of cyanogen and coal tar crudes. In 1918 Mr. De Groote became chief chemist for the Hachmeister Lind Chemical Co., of Pittsburgh, who are manufacturers of heavy chemicals, ceramic oxides and laundry and dry cleaners' specialties. During the war Mr. De Groote was connected with American University Experiment Station of the Chemical Warfare Service. This work included intensive inquiry into the development and manufacture of cyanogen, chlor-cyanogen, brom-benzoyl, cyanide and chlor-acetophenone.

Since the war Mr. De Groote has been connected with the Technical Products Laboratories, now located at Mechanicsburg, N. Y., and with the Procter & Gamble Company of Cincinnati, Ohio. Mr. De Groote is now Industrial Fellow at the Mellon Institute of Industrial Research of the University of Pittsburgh.

The celebration of the seventy-fifth anniversary of the S. S. White Dental Manufacturing Co., Philadelphia, ended recently with a smoker and vaudeville entertainment at Scottish Rite Hall, in which nearly 1,000 employees took part. Frank H. Taylor, president, in an address declared a long period of good times ahead. Dr. E. C. Kirk, editor of *Dental Cosmos*, was toastmaster at the banquet.

A. H. Higbie, long associated with drug and chemical interests in New York, has accepted a position with Chas. A. Anderson & Co. as head of their chemical and drug department. Mr. Higbie was formerly with McKesson & Robbins and Frederick H. Cone & Co.



MELVIN DE GROOTE

Rowland Holbrook Smith, president of Alfred H. Smith Co., New York, American representative for Kerkoff, Paris, died of pneumonia at his home, Forest Hills, New York, April 2, at the age of forty. This unexpected death brings to an untimely end the brilliant career of a young man who probably did more to blaze the way for large-scale advertising of perfumes and toilet preparations in this country than any other. Had his lot been cast with an American manufacturer, he would have done equally well, for he was essentially a merchandising man of broad vision and he appreciated the forceful value of advertising in a large way.

Mr. Smith was born in Manhattan, December 14, 1879, the son of Alfred H. and Mrs. Susie Dennis Smith. He was educated in this city and at the age of 17 entered the business of his father, who had built up a sound and prosperous trade in the importation of toilet articles. After seven years of experience under his father's tutelage, the latter's death forced him to become head of the enterprise. So well prepared was he for his new responsibilities that from the start his control was marked by the unusual executive ability and in the face of keen competition the business continued its rapid growth.

One of the first to see the trend toward specialization in the toilet articles field, Rowland Smith was a pioneer in specializing his line. His foresight here brought marked success from the start which continued until the beginning of the World War in 1914 obliged him to discontinue many of his specialties. Then, when the Germans were advancing on Paris, when his other lines of supply were cut off, he showed his confidence in the French by concentrating his efforts on Kerkoff's Djer Kiss perfume and advertising it more widely than ever in America. The result is eloquent proof of his business vision and courage.

With these qualities in business as elsewhere he combined a faculty of inspiring loyalty in men. Around him he trained his business associates into a smoothly running organization upon which he was depending more and more as he found increasing opportunity to enlarge his usefulness in community, civic, patriotic and world-wide charitable works.

The business will be conducted as in the past and the policies and methods inaugurated by him will be carried



ROWLAND H. SMITH

out in full. His sister, Miss Nellie M. Smith, who has been secretary of the company since its incorporation in 1904 and who is thoroughly familiar with conduct of the business, will be in charge. The plans made for increasing the business will be carried out in every respect.

Rowland H. Smith had been active in the New York Merchants' Association and was chairman for his trade in two Liberty Loan drives. Thousands of French war orphans have felt his generosity and as a member of the executive committee of the Serbian Relief he has rendered valuable service.

In Forest Hills Gardens he has been leader of the men as president of the Men's Club. As a member of the board of trustees of the Church-in-the-Gardens Union of Protestant Sects and later as president, he actively and generously encouraged the erection of a Community House by the church.

On March 13, 1906, Mr. Smith and Miss Jessie P. Cooke, of Brooklyn, were married at the St. James M. E. Church by Dr. O. F. Bartholow. She and three children, Dorothy, Alfred and Edith, survive. Also he is survived by his mother and two sisters.

Services were held at the Smith home on April 4 and the burial was in the family plot at Woodlawn Cemetery on April 5. On April 18 a memorial service was held under the auspices of the Men's Club in the Church-in-the-Gardens.

Mr. Victor Vivaudou, president of V. Vivaudou, Inc., New York, returned recently from France where he had spent several months. He has announced that the company has bought the Delletrez perfume business at Neuilly (Paris), and will enlarge the facilities in order to handle the Vivaudou Company's foreign business. A new modern factory at Asnieres, covering one and a half acres, and built last year, has also been taken over for the same purpose. Principally the Arly and Vivaudou lines will be made in France.

Concerning the outlook for raw materials, Mr. Vivaudou looks for a higher market, as according to his observations there is likelihood for much higher prices for flowers in Grasse and vicinity. According to some reports jasmine flowers, for instance, will probably cost 15 to 20 francs per kilo, as against the normal price of about 3 francs. In addition to a smaller crop, estimated at about 40 per cent below normal, the evil of overordering has served to run up the price of concretes. American and other perfume manufacturers in order to insure an adequate supply for their own needs in many instances placed orders for several times more than their requirements, and have placed these orders with more than one producer, thus giving a wrong impression.

Some prominent French perfumers have, according to Mr. Vivaudou, advised an export embargo on French raw materials for the purpose of insuring that their own needs will be supplied first.

In other supply lines, as for instance, bottles and boxes, Mr. Vivaudou has found a worse condition than in this country, as there is a shortage in all branches.

The outlook for the Vivaudou Company in this country appears to be very bright, as this year's sales are running more than double those of last year.

The Re-Be Soap Co., Manhattan Borough, New York, has increased its capital stock from \$25,000 to \$750,000.

Announcement is made of the marriage of Mr. Dudley Field Lum, of the Chicago office of George Lueders & Co., and Miss Gladys Morgan Lyons, daughter of Mr. and Mrs. Charles William Lyons, of Evanston, Ill. Mr. Lum and his bride, who have been the happy recipients of numerous congratulations, are at home at 430 Diversey Parkway.

We are advised by Charles V. Sparhawk, Inc., 278 Pearl street, New York, that they have secured the American



SREBREN ANASTASOFF

agency of M. Kiriloff, Sofia, Bulgaria, a shipper of otto of rose. The negotiations for this account were handled by Mr. Srebren Anastasoff, who has rejoined the Sparhawk company's forces. Mr. Anastasoff entered the Greek army several years ago as a private, and when Greece entered the war he was transferred to the French contingent in the Balkans and rose to a captaincy. Three wounds and two decorations will be his reminders of the world war.

On his release from the hospital Mr. Anastasoff was detailed to the American forces as interpreter. See ad. page 71.

The other gentleman is Mr. Thos. P. Stevenson, of Rio Janeiro, who represents the company in South America,



THOMAS P. STEVENSON

devoting his principal attention, for the present, to Brazil and Argentine. Mr. Stevenson was a football star in his college days at the University of Pennsylvania, and also served in the Spanish-American War, going to Cuba as an engineer.

Perhaps the most thrilling episode in his career was the miraculous escape from the island of Martinique during the catastrophic eruption of Mt. Pelee. With another American he ran through the blinding cinders and dust to the beach, where by sheer good luck they stumbled upon a small

boat. Rowing furiously they got beyond the rain of mud, cinders and heavy smoke and were picked up at sea.

The Born Distilling Co. have announced that on May 1st they will move their office from 1 Water Street, New York, to 96 Wall Street. This company owns plantations at St. Thomas (Virgin Island), Porto Rico, and are said to be the largest growers of bay leaves, and distillers of bay rum in the world.

Mr. W. G. Ungerer, of New York City, through whose patriotic and energetic efforts members of the perfumery, toilet goods and allied industries contributed two automobile ambulances to the work of the American Ambulance Field Service in France during the late World War, has



W. G. UNGERER

received from the organization an engrossed Certificate of Service, of which a reproduction is given herewith. The tribute is addressed to American perfumers and other friends who were the donors of cars 446 and 516, inscribed: American Perfumers Nos. I and II.

No. 1 served in section sanitaire No. 12 in the Champagne sector, attached to the United States Army Ambulance Service and subsequent to the federalization of the American Field Service it worked in the region of Vaux-Varennes and later with the French Third Army in the Amiens-Montdidier and Noyon-Ham sectors. No. II spent more than a year in Paris, was subsequently lent to the Foyer du Soldat, attached to the French Third Army at Laon. Both saw years of active service.

Accompanying the Certificate of Service is a letter to the donors recounting the work of the service generally. In the period 1914-1918 the thousand and more automobile ambulances contributed by Americans carried more than 500,000 wounded Frenchmen, ample evidence of their great and continued activity. Now that the service has been demobilized, Col. Percy L. Jones, its chief, has recommended to the United States Army Headquarters that all such cars as are in condition for use shall continue in the work which they have been doing since the armistice was signed, which has been in the task of aiding in the reintegration service in northern France and Belgium. The American donors of cars also are advised that the French Ministry of War has requested that its appreciation of the great practical benefit derived from the contributions may be so communicated to the donors.

Here is the honor roll of contributors to the fund:

Alberque, Ernest G.; Amermann, F. S.; AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, (L. S. Levy); Addison Lithographing Co.; Anderson, P. E.; Ayers, Harriet Hubbard.

Bradley, William A.; Barry, J. A.; Bennett, D. A.; Bush, W. J. & Co.; Buck, J. Clifton; Bowne, Jos. H.; Bette, Miss Betsy; Berkert, W.

California Perfume Co.; Carr-Lowrey Glass Co.; Collon, Mrs. E.; Colgate & Co.; Clayton Chemical Co.; Compagnie Morana.

Dodge & Olcott Co.; Dreyer, P. R.

Euler, C. G.; Elson & Brewer.

Fischbeck, Chas.; Fries & Fries; Farmer, Edward L.; Frayse, C.; Freeman Perfume Co.; Foote & Jenks.

Grubb, H. B.; Gane, E. H.; Gilbert, W. A.; Gerathy, J. H.; Green, Wm. H.; Glebas Importation Co.

Huisking, C. L.; Hall, Geo.; Howell, E. M.; Hussa & Co.

Isermann, Max; Isermann, S.; Ingram & Co., F. F.

Jennings Mfg. Co.; Jaack, Louis.

Krause, R. M.; Kendall, W. H.; Koken Barber Supply Co.

Leigh, Chemist, Inc.; Luft, Geo. M.; Loveland, Wm. H.; Lelong, E.; Lefavre, J. A.; Lyon, Julian W.

Magnus, Mabce & Reynard, Inc.; Meyer, Otto P.; Miles, F. J. M.; Manhattan Soap Co.; Marsh, F. B.; Manheimer, J.; Milhomme, Felix.

Oakley & Co.; Odorbase Mfg. Co.

Puritan Pharmaceutical Co.; Perfume, Soap & Extract Association of Chicago; Pfeiffer, G. A.; Palmer, Solon; Peters, W. A.



FAC SIMILE OF PERFUMERS' SERVICE CERTIFICATE

Roystone, Inc.; Herbert; Royce Co., the Abner; Rogers, H.; Rieger & Co.; Paul; Richsecker & Co., Theo.

Schaetzer, Carl; Schmid, C. F.; Schitt, Geo.; Schur, H. R.; Sherry, W. A.; Siarri, J. G.; Spiehler, Adolph; Spilke, A. G.; Soap Gazette, (Chas. S. Berriman); Stallman & Co.; Arthur; Stillwell & Co.; Arthur, A.; Swindell Bros.; Stanley Mfg. Co.; Stefan, John C.; Swinton, R. S.

Tetlow & Co.; Henry; Talcum Puff Co.; Turrell, Herbert; Ungerer & Co.; Ungerer, Mrs. L. A.; United Perfume Co.

Van Dyk, L. A.; Voss, Karl; Vivaudou, V.

Wrisley & Co., Allan B.; Watkins, Paul; Wirz, A. H.; Wilson, W. M.; Williams Co., the J. B.; Wohlers, Henry C.; Washbourne & Co., F. L.

Zeluff, I. S.



SCENE AT ANNUAL DINNER AND DANCE OF NORTHAM WARREN CORPORATION AT THE ALDINE CLUB.

The Northam Warren Corporation, creator of Cutex manicure specialties, gave a complimentary dinner and dance to its employees on April 14, at the Aldine Club, to celebrate the third anniversary of the opening of its six-story manufacturing plant at 114-118 West 17th street, New York City. A sumptuous repast was served, during which the Misses Negre, Perugini and Maher and Mr. Paolucci entertained the diners with musical and vocal selections. The hall resounded with laughter when Miss Bremble, in her inimitable manner recited a poem written by the superintendent, Mr. Gohring, describing the supposed adventures of the export manager, A. E. Boas, during his recent Mexican trip.

The banquet was followed by dancing, and anyone who has heard the famous "Aldine Jazz Band" can guess the rest and understand why the party lasted until the wee sma' hours of the morning. Besides Mr. Northam Warren, president, Mr. L. A. Halk, vice-president, and Mr. G. R. Kenyon, secretary-treasurer, and their wives, there were present about two hundred employees of the corporation.

One feature of the occasion which stood out very prominently in these times of labor unrest was the wonderful spirit of the entire organization, which seemed to know no barriers between management and employee, and the free and unrestricted pleasure of cordial relationship between all gave evidence of democratic business administration and a satisfied working force.

With pure alcoholic contents of 52 per cent., 91 per cent. and 90 per cent. respectively, the vanilla, Jamaica ginger and the lemon extracts manufactured and sold by Walker Brothers Co., of Boston, manufacturing chemists, attained a sale in excess of \$80,000 in each of the months of January and February just passed, and total sales for 1919 were in excess of \$250,000. Believing such sales warrant the ex-

clusive use of the trade name "Walker's" in connection with such extracts, the Walker Brothers Co. filed a bill in equity in the supreme court in Boston in March against W. & H. Walker, Inc., a Pennsylvania corporation having offices at 46 Cornhill, and against its local agent, T. A. McGhrand. The bill seeks to enjoin the two defendants from making or selling Jamaica ginger or other extracts or essences bearing the name "Walker's" and from giving such a trade dress of package or ticket similar to the plaintiff's usage.

Mr. Carl F. G. Meyer, president of the St. Louis Drug and Chemical Club, has appointed the following committee on nomination of officers: William Hayhurst, Merrell Wallbridge and J. H. Ambler.

Mr. George M. Armour, of McCormick & Co., manufacturers of flavoring extracts, spices, drugs and specialties, in Baltimore, has been elected president of the Maryland Division of the Travelers' Protective Association.

Mr. Edward M. Shelton, for some time connected with the vegetable oil division of the Seattle office of Rogers, Brown & Co., has been transferred to the New York office. His place at Seattle has been taken by Mr. L. J. Strang.

Mr. Byron A. Soule, formerly chemist at the Dye Works of E. I. du Pont de Nemours & Co., Carney's Point, N. J., is now first assistant to the director of the chemical laboratory of the University of Michigan, Ann Arbor, Mich.

Prof. Chas. H. LaWall, of the Philadelphia Section of the American Chemical Society, has received the honorary degree of Doctor of Pharmacy from the University of Pittsburgh, Pittsburgh, Pennsylvania.

Mr. B. F. Adams, Eastern representative for the American Machinery Co., will remove on May 1st to 15 Park Row, Room 432, New York.

In this issue appears the initial advertisement of Gabriel Raphael, La Courneuve, France, manufacturer of synthetics. He is represented in this country by Matheson & Atkinson, 38 Park Row, New York.

Mr. Paul Watkins, of J. R. Watkins Co., Winona, Minn., was a recent visitor in the East. The company has large factories in Memphis, Tenn., and New York City, in addition to the main factory at Winona, and is extending its business in all cities.

A. J. Hilbert & Co., Milwaukee, Wis., will shortly occupy one of the hop-haunted buildings of the Pabst Brewing interests. They have sold their old quarters at 517 Prairie street, and in the new quarters will continue to make their products which cheer the female instead of the male sex.

Mr. F. R. Chamberlain, assistant treasurer of Antoine Chiris Co., New York, has returned from a six weeks' business trip to the Pacific coast.

Mr. J. F. Johnson, formerly chemical superintendent of the Procter & Gamble Co., Cincinnati, has been appointed head of the chemical division of Lever Bros. Co., Cambridge, Mass.

Mr. Neil Kershaw, formerly with Procter & Gamble Co., Ivorydale, Ohio, as a member of the chemical division, has taken a position as chemist with the American Hominy Co., of Indianapolis, Indiana.

Mr. Burton T. Bush, president of the New York branch of Antoine Chiris Co., essential oil merchants, sailed Saturday, March 27, on the steamer *La Savoie* for France. Mr. Bush started on the journey rather suddenly and as a result of developments which necessitated a personal conference between himself and the heads of the parent company in Paris.

Oil Products Co., Inc., manufacturers, importers and exporters of white mineral oils, etc., 50 Union Square, New York, elected the following officers at the recent annual meeting of the Board of Directors: President, Paul O. Hoerning; vice-president, Robert R. Gerstner; secretary-treasurer, John J. Bueb.

The H. P. Coffee Co., of St. Louis, has purchased the Edward Westen Tea & Spice Co., of the same city. Both companies occupied buildings in 10th street, between Spruce street and Clark avenue. The facilities of the two concerns are being consolidated.

The Sethness Co., flavoring extracts, established in Chicago in 1880, has offered for sale a part of a cumulative preferred eight per cent stock issue of \$350,000. In the announcement of the issue, which is put out to better handle the increasing business of the company, a financial statement is given which shows that the gross sales of \$103,595 in 1908 had grown to \$740,909 in 1919 and based on the first quarter of the new year promise to run as

high as \$1,500,000 in 1920. Mr. Charles O. Sethness, president of the company, and his associates are to be congratulated upon their splendid financial showing.

Lillian Russell's Own Toilet Preparations, Inc., has moved its show rooms and offices to 47 West 34th street, Marbridge Building, New York. Its manufacturing plant has been moved to larger quarters in Hoboken.

Among the recent visitors to New York City were Mr. Philip B. Bianchi, chemist with the Knoxville Chemical Co., Knoxville, Tenn., and Mr. D. Patrella, chemist with the Venus Chemical Co., Birmingham, Ala.

Pierre Lemoine Cie, Inc., has arranged to move its office and warehouse not later than May 1 to 294 Pearl street, New York City. Rapidly increasing business compelled the firm to seek new and more commodious quarters, which will enable this essential house to take better care of its growing clientele. A cordial invitation is extended to the firm's friends and customers to visit the new headquarters after May 1. The building is being repaired and renovated meanwhile and it is proposed to have it in tiptop condition.

The Peris Soap Products Co., of Johnstown, Pa., which was incorporated under the laws of Delaware on March 6, has a capitalization of \$300,000, divided into 30,000 shares of \$10 each, and \$200,000 eight per cent preferred cumulative stock, also participating equally with the common in any dividends exceeding eight per cent on the common. The new corporation was formed to absorb the Peris Soap Co., a \$50,000 Pennsylvania corporation, which is empowered under its charter to manufacture soaps, washing tablets, blueing, soap powders, starch tablets, and deal in formulae. It can do a general business in the articles mentioned, as well as their ingredients, besides printing, packing and shipping. Plans are being drawn for a first class, up-to-date factory, which will be put in operation as early as possible. The executive officers are as follows, all being residents of Johnstown: Adolphus Peris, president; E. W. Fenstermacher, secretary; Arthur L. Wallace, treasurer; Frank B. Barnhart, attorney.

Master Donald Rindell arrived in Chicago on March 18. It took him no time at all to select a home and he is adding to the happiness of Mr. and Mrs. Charles A. Rindell. Mr. Rindell is the popular Chicago representative of the Addison Lithograph Co., with headquarters at 123 North Madison street.

Mr. and Mrs. R. W. McLarty, of 83 Dunn avenue, Toronto, announce the advent of Annie Shirley McLarty, weight 8½ pounds, on March 16. The happy father is of the firm of R. W. McLarty, Ltd., manufacturing chemists and perfumers, 432 Wellington street, Toronto, Ont.

January perfumery imports entered at the port of New York were as follows: From France, \$338,110; Germany, \$15; Italy, \$3; Netherlands, \$18,544; Spain, \$145; Switzerland, \$54,243; England, \$6,633; Canada, \$362; Brazil, \$1,255; Hong Kong, \$17; Japan, \$4,006; Turkey in Asia, \$334. Total, \$423,667.

Mr. L. M. Goldsmith, whose advertisement appears in this issue on page 89, is now established in business for himself in the manufacture of liquid soap at 130th St. and Harlem River, New York. He was formerly manager of the Maxim Chemical Co., New York, and later sales manager of the liquid soap department Harral Soap Co., Brooklyn. In Chicago he is represented by J. L. Kesner, 1828 Republic Bldg., and in San Francisco by L. V. Peralta, 1174 Phelan Bldg.

Mr. A. L. Fletcher has resigned as sales manager for Miro-Dena, perfumer, New York, and taken charge of the toilet goods department of the S. S. Pierce Co., Boston.

Mr. Fred Lawson, toilet goods buyer for the Jordan Marsh Co., Boston, is in Europe on a business trip.

Mr. Marcel Schmitt, vice-president, treasurer and general manager of Henry Kayser & Fils, Inc., 41 Union

Square, New York, will sail about May 1 on the *Lorraine* for a business trip to France. He will be gone about six weeks, and will call on his various principals who supply filter paper, powder puffs, synthetic perfume materials, etc.

Mr. Schmitt has been in touch with the perfumery industry for several years, and now that normal conditions are again on the horizon, he expects to widen his activities.



MARCEL SCHMITT

Mr. L. A. Van Dyk, manufacturing chemist, 110

West 14th street, New York, who has been identified with the perfumery raw material industry for many years, was elected March 17 as member of the Board of Directors of the Yonkers Trust Co., Yonkers, N. Y. The Yonkers Trust Co. is one of the largest banks in Westchester County and recently has opened a new branch in Getty Square, the center of the city.

Mr. and Mrs. Warren E. Burns sailed April 10 on the *Lafayette* for France where they will spend about two months. They were accompanied by a sister to Mrs. Burns, Mrs. Angela Steele, and her son Frank. Mr. Burns is vice-president of Compagnie Morana, New York.

National Soap Products Company of America, Manhattan, New York City, has filed a certificate at Albany increasing its capital stock from \$10,000 to \$200,000.

Hewitt Brothers Soap Co., Dayton, Ohio, has increased its capitalization from \$50,000 to \$75,000.

Procter & Gamble Co., of Cincinnati, has opened new distributing offices in Dallas, Texas.

Kentucky Glycerine Co., a Delaware corporation, has increased its capital stock from \$100,000 to \$400,000.

Mr. J. L. Hopkins, president of J. L. Hopkins & Co., returned to New York on March 25. Mr. Hopkins had been away three weeks, dividing his time between business and pleasure. He stopped at Palm Beach, Fla., and Asheville, N. C., to rest after a strenuous winter season in New York. Business calls were made at Atlanta, Chattanooga, Tenn., and other points in the center of the crude drug collection country. Mr. Hopkins has been appointed one of the official arbitrators of the Chamber of Commerce of the State of New York.

We reproduce herewith the genial countenance of the new Chicago representative for the Edward T. Beiser Co., Lieut. John G. Leonard, late of the Chemical Warfare Service. Lieut. Leonard is a graduate of Columbia University, Chemical Engineering, class of 1915, and has done analytical and research work in the general laboratories of the National Aniline & Chemical Company. He also



R. G. WILKINSON



JOHN G. LEONARD

is the inventor of several original processes for the synthesis of volatile oils, in which field he has done important work.

Mr. Robert G. Wilkinson, whose picture also appears herewith, is New York City representative for the company, and was formerly in the chemical manufacturing department of Antoine Chiris Co. Mr. Wilkinson spent 22 months in active service as gunner's mate on the destroyer *Isabell*, which disabled and captured the German submarine *U48* just off Ferrol, Spain. The *U48*, it will be remembered, was the submarine that had successfully brought dye stuffs to this country.

The Edward T. Beiser Company is fortunate in obtaining the services of these promising young men, who will take up their duties at once of promulgating the slogan of "The House of Friendly Service."

Gomez & Sloan, Inc., New York, have received advices from their curing places in Mexico estimating the crop of vanilla beans for this year as follows: Whole, 200,000 pounds; cuts, 40,000 pounds. The normal crop is 375,000 and 70,000 pounds respectively. Last year's crop was unusually short, cuts having been only 30,000 pounds.

Mr. E. Francis Swan, sales manager of the Joseph Burnett Co., flavoring extracts, Boston, Mass., has been appointed advertising manager, with headquarters at 90 West Broadway, New York. Hoyt's Service handles the account.

Mr. Justin Dupont, of the well-known French synthetic house bearing his name, who came here in March on a month's business trip, sailed for home on the *Lafayette* on April 10, after a very pleasant visit.

Mr. John D. Bellaire is again traveling in his old territory for the house of Lazell, perfumer.

On advertising page 70 will be found an interesting announcement of an offer to sell the trade-mark and business of a toilet specialty which has been doing a good business and which has great possibilities. The advertiser can be reached by addressing "Trade-Mark," Post Office Box 372, City Hall Station, New York. Persons interested will find more particulars in the announcement.

An indictment containing fifty-six counts, charging violation of the Sherman anti-trust law, was returned by a Federal grand jury at Trenton, March 24, against Colgate & Co., of Jersey City. The indictment claims the company illegally fixed resale prices of its products to wholesalers and jobbers.

The company was indicted in 1918 for fixing resale prices, but because of a technicality a demurrer to the indictment was sustained on the ground that it did not charge that the company made any price fixing agreements.

The March grand jury quotes alleged correspondence between the company and its selling agents and dealers in its products. The correspondence, it was charged, contains "a long series of instances of written and oral agreements on resale prices." The indictment charges further that the company "systematically and continuously followed the practice of procuring such agreements, and the resale prices of its products thus were continuously maintained and enhanced."

Colgate & Co., in a statement given out after the indictment was issued, denied that price fixing agreements were made with dealers. The statement said:

"This is the second time the Attorney General has brought suit against Colgate & Co. on account of our efforts to insure fair and reasonable prices for our goods. In the first action we were merely charged with refusing to sell price-cutters, which is our openly declared policy. The suit resulted in a unanimous decision of the Supreme Court that the policy is entirely lawful. We shall continue it. The present charge is that we make agreements with our customers, binding them to adhere to designated resale prices. We make no such agreements, as our customers know. We deny the charge as heretofore."

An involuntary petition in bankruptcy has been filed in Louisville against the Magic-Keller Soap Products Co., Louisville, which recently succeeded the Magic-Keller Soap Works. The petitioners, represented by D. A. Sachs, Jr., are the Courier Journal Printing Co. and M. Sabel & Sons, hide and tallow house, with unpaid claims of \$6,500. Officers of the company assert that the capital of approximately \$350,000 has been practically all tied up in plant, stock and improvements, but that the concern has fine assets, and large unfilled orders, and is solvent. It is charged that the company owes around \$300,000. For some weeks an effort has been under way for reorganizing as the Magic-Keller Soap Products Co., and to float a big stock issue, to procure necessary capital to carry the

business forward. James E. Pearson, Jr., formerly manager for one of the mercantile rating agencies in Louisville, recently became president of the company, succeeding George Montz, who became treasurer. Officers of the company believe that the concern will again be reorganized, and will secure necessary capital to carry on.

Peppermint oil exports from the port of New York in January were as follows: To Belgium, \$1,003; France, \$6,045; Netherlands, \$1,000; Spain, \$1,140; England, \$21,142; Panama, \$64; Jamaica, \$291; Trinidad, \$10; Hayti, \$12; Chili, \$15; Hong Kong, \$2,550; New Zealand, \$519. Total, \$33,791.

We have just received a photograph of Mr. Joseph DeLorme, of the DeLorme-Holman Co., Chicago, taken near the pavilion at Nice, France. Mr. DeLorme wears the jaunty air of a man who has just changed a \$100 United States bill into 1,500 francs and is contemplating what a good time he will enjoy on American money at the franc rate.

Mr. Julian W. Lyon has purchased for occupancy the building at 35 Fulton street, New York. The building is five stories and the lot is 25 x 40 feet.

Application for the first charter for a foreign banking association to be formed under the provisions of the Edge Law has been approved by the Federal Reserve Board, which has issued a preliminary permit for organization under the name of the First Federal Foreign Banking Association. It is expected that the bank will be prepared to do business about June 1. Temporary offices will be with Aldred & Co., 40 Wall street, New York.

On pages 29, 30, and 31 of this issue, the Commonwealth Products Corporation, of Elizabeth and New York, illustrate with a number of excellent photographs their extensive and rapidly growing works at Elizabeth, New Jersey. This excellent advertising will give a rapid and clear idea of the works of this enterprising corporation, that is making every proper effort to establish a thorough-going and complete American industry.

The initial advertisement of Compagnie Parento, Chicago, appears in this issue. In addition to the gentleman for whom the company is named, Mr. C. H. Parento, the active partners are Addington Doolittle, and W. J. Kimerling. Mr. Doolittle has had a number of years experience as perfumer, and for the past year or so as salesman of raw materials.

The Procter & Gamble Trading Co., a subsidiary of the Procter & Gamble Co., capitalized at \$25,000, has been incorporated. The new organization will handle the foreign business for the Procter & Gamble Co.

Mr. James G. Barry, president of the Barbers' Supply Dealers' Association, Chicago, was a recent visitor to New York.

Federal Trade Commission announces that it has issued an order of dismissal in case 445 affecting the Louisville Soap Co., of Louisville, Ky.

Mr. W. A. McDermid, of the Mennen Co., Newark, N. J., has been appointed one of the three judges in the prize essay contest which is being conducted in a number of drug trade journals under the auspices of the National Wholesale Druggists' Association.

Mr. Charles L. Huisking, of this city, has been made chairman of the drug market committee of the National Wholesale Druggists' Association.

Victory Mfg. Co., soaps, Lake Charles, Louisiana, has increased its capital stock from \$10,000 to \$25,000. Charles A. Toce is president of the company.

NEW PUBLICATIONS, PRICE LISTS, ETC.

STATE "PURE DRUG" LAWS, compiled by the Proprietary Association and the National Wholesale Druggists' Association and printed in February, 1920. This complete and carefully indexed volume is a compilation of the State laws bearing on this subject enacted since the passage of the Federal Food and Drugs Act of June 30, 1906, together with a compilation of the food and drug acts of the various states and also of narcotic laws, prohibition laws, pharmacy laws, weight and measures laws, advertising laws, stock medicine laws and other laws relating to the drug trade, including acts of all legislatures to December 31, 1919.

BULLETIN 25, National Wholesale Druggists' Association, 99 Nassau street, New York, issued March 19.—This bulletin contains a great deal of useful information regarding the enforcement of the prohibition law, the operation of the Harrison narcotic law and exportation of narcotics, proposed freight rate changes to the Pacific coast, par collection of checks, price maintenance decisions, etc.

ANTOINE CHRIS CO., 18-20 Platt street, New York.—We have received the April price list of essential oils and synthetic aromatic chemicals manufactured by this firm. Quotations are given on terpeneless oils, oleo resins, gums and balsams, vanilla beans, special pharmaceutical chemicals, French olive oil, synthetic perfume chemicals and floral oils, concrete natural perfumes and sundry products. Attention is called to Capes-viscose, self-fixing bottle caps, now manufactured here.

JARDIN, trading as the American Toilet Goods Co., 40 Harrison avenue, Boston, has issued an attractive folder calling attention to the National program of advertising which is planned to further popularize Jardin products.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—The March wholesale prices current is at hand, giving quotations on essential oils, various chemicals, synthetics and sundries, powdered drugs, etc., including the Allen specialties for perfumers and soap makers.

J. P. DEVINE CO., Buffalo, N. Y.—Catalogue of the Devine apparatus for the chemical and allied industries, including vacuum specialties, etc., is received.

FRANK Z. WOODS CO., 180 North Market street, Chicago, sends us an April calendar bearing the suggestive motto: "For they can conquer who believe they can."

GOMEZ & SLOAN, INC., 136 Liberty street, New York, is sending out a neat three months' calendar, illustrated with a color view of "The Light of Lingering Day."

OIL PRODUCTS CO., INC., 50 Union Square, New York,

sends us the second edition of its special catalogue of Usoline preparations, including white mineral oils, petrolatum and their various products. The catalogue, which is illustrated, is comprehensive and complete.

"CHEMIST-ANALYST," April quarterly issue, published by the J. T. Baker Chemical Co., Phillipsburg, N. J., is received. It contains interesting articles, including one on a "New Apparatus for Quantitative Sublimation."

"LABORATORY NOTES," No. 2, published by Johnson & Johnson, New Brunswick, N. J., contains the observations of members of the firm's scientific department staff, of which Frederic B. Kilmer is director, and of which A. Wayne Clark, B. S. Ralph O. Smith, Ph.D., Gustave S. Mathey, B.Ch.Sc., Leroy Forman, Louis du Bois, George E. Bulloch and E. E. Dickson, B.A., are members. Results of examinations of various oils, acids and drugs are given in addition to other information.

POLAK'S FRUTAL WORKS, Amersfoort, Holland, sends us its April price list of essential oils, fruit extracts, soap perfumes, synthetics, essences and so on. A general advance over the January quotations is reported.

NEW INCORPORATIONS.

Roure-Bertrand Fils, Inc., Manhattan Borough, New York City, perfumers' materials, has been incorporated with a capital stock of \$100,000 by G. Silver, A. L. Brown and J. H. Richards.

Justin Dupont, Inc., perfumes, \$100,000; same as preceding.

S. M. Sargeant Co., Worcester, Mass., flavoring extracts, \$15,000 capital stock, has been incorporated by Stephen M. Sargeant, Stephen M. Sargeant, Jr., Frank A. Smith, Bruce F. Jeffrey and Charles A. Hamilton, all of Worcester.

Kentucky Soap Co., \$400,000 capital stock, has been incorporated in Delaware by W. F. O'Keefe and others, Wilmington.

Nethithuian Mfg. Co., sanitary toilet articles, etc., \$50,000 capital stock, has been incorporated in Delaware by John Edelberg, Arthur O. Fredenberg and Elijah Brauer, all of Jersey City.

Myr-Mil Chemical Laboratories Co., 602 Burns avenue, Dayton, Ohio, to manufacture chemical preparations, toilet articles, etc., has been incorporated with \$25,000 capital stock, by Edward H. Runshe, president; John J. Hoeffle, vice-president, and Willett Arnold, secretary and treasurer.

Mir-A-Kal Products Co., 115 West Grand avenue, Chicago, to manufacture toilet preparations, with \$200,000 capital stock, has been incorporated by Karl Mayer, president; D. M. Newburger, secretary-treasurer; A. F. Norton, vice-president; Prof. Paul Valtin, S. B. Van Noorden and I. J. Norton, members of the board of directors.

Three Point Products Corporation of Albany, N. Y., soaps, chemicals, etc., has been incorporated with a capital stock of \$30,000 by L. K. Luff, J. J. Tobin, T. F. Baker, Albany.

Taylor Co., hair tonic, has been incorporated under the laws of Delaware with a capital stock of \$50,000 by John J. Taylor, H. A. Cotton, Springfield, Mass., and Wesley Kibbs, Somers, Conn.

Banner Chemical and Perfumery Co., Toledo, O., \$25,000 capital stock, has been incorporated by J. H. Howard. Okay Extract Co., Manhattan Borough, New York

City, make flavoring extracts and chemicals, \$25,000 capital stock, has been incorporated by S. G. and E. Proops, J. Wiesenfelder, 203 West 85th street.

Alpine Beauty Parlors and Sales Co., manufacture toilet preparations, \$50,000, has been incorporated in Delaware by Clara Sheppard, Julius Hill, James E. Langston, Philadelphia.

Korozome, of Manhattan Borough, New York City, toilet preparations, \$5,000 capital stock, has been incorporated by K. M. Lumblin, C. and M. M. Johnson, 2248 Broadway.

Quinton's Chemical Corp., Manhattan Borough, New York City, make toilet articles, \$5,000 capital stock, has been incorporated by M. I. Fink, G. Quinton, A. Mass, 27 South 5th street, Brooklyn.

American Povar Co., Manhattan Borough, New York City, deal in autos and make polishes and soaps, \$25,000 capital stock, has been incorporated by H. P. Waller, A. J. Furth-Duchardt, 10 East 43d street.

Roy A. Knaggs and Associates, Manhattan Borough, New York City, make paper boxes, \$100,000 capital stock, has been incorporated by R. S. and M. W. and D. W. Knagg, 1038 Woodycrest avenue, Bronx.

La France Laboratories, Manhattan Borough, New York City, toilet articles, \$20,000 capital stock, has been incorporated by J. D. Anderson, S. Markan, J. Egerman, Yonkers.

Columbia Manicure Mfg. Co., Bronx Borough, New York City, toilet articles, \$50,000 capital stock, has been incorporated by J. and S. Q. and J. Lupo, 1068 Teller avenue, Bronx.

Standard Soap Mfg. Co., Manhattan Borough, New York City, \$150,000 capital stock, has been incorporated by C. H. Fenton, L. Tooh, M. E. Pesnel, 61 Broadway.

Menthol Products Co., 276 Sanford street, East Orange, N. J., has been chartered with a capitalization of \$50,000 by Pasquale J. Sassano and John H. Jarman of East Orange, N. J., and Guy Norman Harris, of Irvington, N. J.

Sugola Co., flavors and extracts, 85 Hill street, Orange, N. J., has been chartered in New Jersey with Frank W. Winter as agent.

Phantatox Co., Memphis, Tenn., dental supplies, tooth paste, etc., \$200,000 capital stock, has been chartered by Walter L. Henry, Dr. Allen G. Coleman and others.

Crescent Extract Co., Brooklyn, N. Y., food products, \$5,000 capital stock, has been incorporated by F. E. Einseller, F. J. Nickels, L. Nissen, 166 DeKalb avenue, Brooklyn.

Hurley Co., 801 Broadway, Camden, N. J., chemicals, perfumeries, toilet soaps, etc., \$125,000 capital stock, has been incorporated by William L. Hurley, Jerome L. Hurley and James V. Moran, all of Camden.

Pennsylvania Manufacturing and Extract Co., toilet articles, etc., has been incorporated in Delaware with a capital stock of \$100,000.

New York Beautifier Corp., Cold Springs, N. Y., toilet articles, \$10,000 capital stock, has been incorporated by W. G. Truesdell, H. B. Ferris, C. H. Sara, Cold Springs.

Mary E. Porter Co., Manhattan Borough, New York City, hair tonic, \$10,000 capital stock, has been incorporated by E. A. Dunlee, M. E. Porter, F. A. Drake, 534 East Ninth street, Brooklyn.

IN MEMORIAM FOR DEPARTED FRIENDS.

CALDER, HENRY, for 35 years with Marx & Rawolle, Inc., New York City, April, 1919.

BARRATT, THOMAS J., chairman of A. & F. Pears, Ltd., soap manufacturer, London, April, 1914.

BERGHAUSEN, EDWARD, of the E. Berghausen Chemical Co., Cincinnati, Ohio, April, 1918.

BERNARDO, FREDERICK, soaps, Paris, France, April, 1911.

BINDERMAN, HENRY, retired soap manufacturer, Louisville, Ky., April, 1916.

BLEDSE, A. T., soap manufacturer, Cincinnati, Ohio, died in Covington, Ky., April, 1915.

BOSE, CHARLES M., vice-president Western Soap Co., San Diego, Cal., April, 1911.

BRUCE, G. A., soaps, Charlestown, N. H., April, 1909.

BULTMAN, RICHARD C., manufacturer of talcum powder and dental supplies, New York, April, 1919.

GREEN, DAVID F., formerly with D. F. Green & Co., vanilla beans, drugs, etc., New York, April, 1916.

HUNT, FRANK L., president and treasurer of the Franklin Soap Co., Cincinnati, Ohio, April, 1915.

JENKS, ARTHUR EDMUNDS, Hanson-Jenks Co., perfumers, New York City, April, 1911.

JURGENSEN, WILLIAM B. A., founder of W. B. A. Jurgensen Co., extracts, etc., Brooklyn, N. Y., April, 1916.

KEOUGH, THOMAS L., vice-president Chicago Perfumery, Soap and Extract Association, and Western representative of W. J. Bush & Co., Inc., New York, April, 1918.

LEIGH, CHARLES N., manufacturing perfumer and chemist, New York City, April, 1916.

LOWE, WILLIAM, president of Wm. Lowe Barbers' Supply Co., Des Moines, Iowa, April, 1916.

MASSEY, GEORGE, senior partner of Lanman & Kemp, toilet specialties, drugs, etc., New York, April, 1915.

MENNEN, MRS. WILLIAM G., wife of the president of the Gerhard Mennen Chemical Co., Newark, April, 1918.

MULLER, A. J. A., retired from perfumery, essential oil and soap trades, Beverly, N. J., April, 1916.

SCHWARTZ, MICHAEL, vice-president of M. Werk Co., Cincinnati, Ohio, April, 1915.

SICARD, HONORE, son of Pierre Sicard, olive oil producer, Cannes, France, April, 1919.

SMITH, GEORGE M., soaps, Montclair, N. J., April, 1911.

SPRINGER, ISIDOR, retired from Imperial Metal Manufacturing Co., Long Island City, April, 1916.

STADLER, A. W., soaps, Cleveland, Ohio, April, 1913.

STICKLES, GEORGE, president of the Eastern Extract Co., Boston, Mass., April, 1915.

STILLWELL, A. A., of A. A. Stillwell & Co., essential oils, New York City, April, 1906.

TOMBAREL, JEAN HENRI MARIE, head of Tombarel Freres, Grasse, France, April, 1914.

WOODS, ROBERT L., of the American Extract and Supply Co., New York, April, 1918.

Obituary.

Mme. Cunisset Carnot, the widow of the late Honorary President of the Court of Appeals at Dijon, France, died at Passy, March 18th.

Mme. Cunisset Carnot was daughter of former President Carnot of France, and mother of Mme. Georges Chiris.

PATENTS AND TRADE MARKS.

 P/354344	TOMMY THIRTEEN 13 108444 GRO MOR 115761	NILDE 110950 <i>Reverella</i> 118398 ROMANZA 118320 <i>Orienta</i> 121327	SPLASHME  114797	HYDRASTIA 114451	VICTORY 114959  119192	YANKEE 114960 NAILGLO 119623 PATO 119812 BLANCOLATON 123469
 P/336216	 D/54745 D/54746	 122804	 123210	 123688	 124285	 121355
 D/54748 D/54747	 D/54748 D/54747	 124557	 123943	 124272	 127105	 124128
 124137	 124977	 123719	 124809	 125873	 127105	 123946
 124978	 124952	 124788	 124920	 125729	 123946	 123946
 125137	 125135	 125362	 125363	 126874	 126756	 123946
 125325	 125380	 125597	 125727	 126479	 126604	 123946
 125596	 125462	 125598	 125727	 126479	 126604	 123946

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted." All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

TRADE-MARK REGISTRATIONS APPLIED FOR.

- 108,444.—The Atlanta Barbers' Supply Co., Atlanta, Ga. (Filed Jan. 14, 1918. Used since 1920.)—Hair Tonic and Dandruff Preventive.
- 110,950.—Charles Davis, Paris, France. (Filed May 17, 1918. Used since May, 1915.)—Perfumery.
- 114,451.—Ben E. Lapeyre, Great Falls, Mont. (Filed Dec. 2, 1918. Used since 1890.)—Toilet Cream for use upon the Skin.
- 114,797.—George Borgfeldt & Co., New York. (Filed Dec. 24, 1918. Used since Dec. 15, 1918.)—Toilet Powders.
- 114,959.—Sunbeam Chemical Company, Chicago, Ill. (Filed Jan. 2, 1919. Used since on or about Nov. 4, 1918.)—Dyes Combined with Soap.
- 114,960.—Sunbeam Chemical Company, Chicago, Ill. (Filed Jan. 2, 1919. Used since on or about Nov. 4, 1918.)—Dyes Combined with Soap.
- 115,761.—Gro-Mor Chemical Co., Cincinnati, Ohio. (Filed Feb. 11, 1919. Used since July 13, 1918.)—Dandruff-Remover.
- 117,353.—The Procter & Gamble Company, Cincinnati, Ohio. (Filed Apr. 10, 1919. Under ten-year proviso. Used since Jan. 30, 1889.)—Soap.
- 118,320.—Musher & Company, Incorporated, New York, N. Y.; San Diego, Calif.; Baltimore, Md., and Washington, D. C. (Filed May 9, 1919. Used since about Jan. 1, 1914.)—Olive-Oil.
- 118,398.—Lucy J. Reeves, Atlanta, Ga. (Filed May 12, 1919. Used since Sept. 1, 1918.)—Hair-Grower Shampoo.
- 119,192.—Albert J. Gannon, Meriden, Conn. (Filed June 4, 1919. Used since on or about May 20, 1919.)—Almond and Honey Cream, Cold-Cream, Hair-Tonics, Mouth-Wash, Talcum Powders, and Face Powders.
- 119,623.—The Andre Company, New York, N. Y. (Filed June 16, 1919. Used since Mar. 6, 1919.)—A Liquid Nail-Polish for Finger-Nails.
- 119,812.—The Procter and Gamble Company, Cincinnati, Ohio. (Filed June 20, 1919. Used since Aug. 9, 1915.)—Soap.
- 119,876.—Utilities Chemical Company, Detroit, Mich. (Filed June 23, 1919. Used since about Mar. 19, 1919.)—Cleaning Compounds for General Use.
- 120,532.—The Geer Drug Company, Charleston, S. C. (Filed July 14, 1919. Used since about May, 1904.)—Toilet Soap.
- 120,688.—The Armand Company, Des Moines, Iowa. (Filed July 19, 1919. Used since July 27, 1916.)—Toilet Soaps.
- 120,725.—Alex. D. Shaw & Co., New York, N. Y. (Filed July 19, 1919. Used since Apr. 8, 1919.)—Soap.
- 121,123.—The Mutual Drug Company, Denver, Colo. (Filed July 30, 1919. Used since July 3, 1918.)—Toilet Preparations—Namely, Smelling-Salts, Toilet Waters, Perfumes, Face-Creams, Face and Hand Lotions, Face-Powders, Shampoos, Tissue-Creams, Hair-Dressings, and Talcum Powders.
- 121,327.—Wildroot Co., Inc., Buffalo, N. Y. (Filed Aug. 6, 1919. Used since Oct. 1, 1918.)—A Toilet Water.
- 121,370.—Vail Brothers, Philadelphia, Pa. (Filed Aug. 7, 1919. Used since about twenty years last past.)—A Depilatory in Powder, Paste, and Liquid Form.
- 121,355.—Sven H. Olson, Colorado Springs, Colo. (Filed Aug. 7, 1919. Used since June 1, 1919.)—Hair-Tonic for Dandruff and Falling Hair.
- 121,705.—A. B. C. Co., Highland Park, Ill. (Filed Aug. 16, 1919. Used since July, 1918.)—A Pharmaceutical Preparation for Chap, Sunburn, and All Skin Irritation.
- 121,910.—Archie R. Smith, St. Louis, Mo. (Filed Aug. 22, 1919. Used since May 19, 1892.)—Hair-Tonic, Dandruff-Eradicator, and Complexion-Cream.
- 122,804.—Harry W. Arnor, Lewiston, Idaho. (Filed Sept. 18, 1919. Used since June 10, 1919.)—Washing Compound.
- 123,115.—The P. W. Drackett and Sons Company, Cincinnati, Ohio. (Filed Sept. 25, 1919. Used since Sept. 18, 1919.)—Washing Compound.
- 123,210.—The Kenton Pharmacal Company, Covington, Ky. (Filed Sept. 27, 1919. Used since Mar. 15, 1911.)—A Hair-Tint.
- 123,469.—The Atlantic Refining Company, Philadelphia, Pa. (Filed Oct. 6, 1919. Used since Aug. 14, 1919.)
- 123,688.—Nathan Erber, Fort Wayne, Ind. (Filed Oct. 11, 1919. Used since Oct. 3, 1919.)—A Skin-Lotion.
- 123,719.—The Tono-Scalpa Company, Inc., Richmond, Va. (Filed Oct. 11, 1919. Used since June 15, 1919.)—Hair-Dressing.
- 123,943.—Sunbeam Chemical Company, Chicago, Ill. (Filed Oct. 18, 1919. Used since on or about Mar. 25, 1919.)—Dyes Combined with Soap in the Form of Flakes.
- 123,946.—S. S. Winfield, New York, N. Y. (Filed Oct. 18, 1919. Used since February, 1918.)—Hair-Tonic.
- 123,984.—William Kahn, St. Louis, Mo. (Filed Oct. 20, 1919. Used since May 15, 1919.)—Cold-Creams, Hair-Tonics, and Shampoos.
- 123,987.—Rolla Cecil Lawry, St. Louis, Mo. (Filed Oct. 20, 1919. Used since Aug. 13, 1919.)—A Preparation Used as a Deodorant and a Relief for Excessive Perspiration.
- 124,128.—United Drug Company, Boston, Mass. (Filed Oct. 23, 1919. Used since September, 1919.)—Talcum Powder, Toilet Cream; Tooth Powders, Pastes, and Washes; Foot-Powders.
- 124,137.—The Edison Laboratories, Chicago, Ill. (Filed Oct. 24, 1919. Used since Oct. 1, 1919.)—Hair-Shampoo.
- 124,272.—Humphreys' Homeopathic Medicine Co., New York, N. Y. (Filed Oct. 28, 1919. Used since 1874.)—Witch-Hazel and Ointment Containing Witch-Hazel.
- 124,285.—Emma J. Phinizee, New York, N. Y. (Filed Oct. 28, 1919. Used since 1915.)—Hair-Tonics.
- 124,297.—Vella Dell, New York, N. Y. (Filed Oct. 29, 1919. Used since Oct. 1, 1917.)—A Hair-Tonic and Hair-Growing Preparation.
- 124,557.—R. E. Fisher & Sons, Mahanoy City, Pa. (Filed Nov. 4, 1919. Used since January, 1919.)—Hair-Tonic.
- 124,732.—Queisser & Co., Hamburg, Germany. (Filed Nov. 10, 1919. Used since 1917.)—Creams and Paste for the Teeth.
- 124,733.—Queisser & Co., Hamburg, Germany. (Filed Nov. 10, 1919. Used since 1917.)—Cream for the Skin. Particularly an Ointment Serving for Improvement of the Skin.
- 124,788.—The Federal Soap Company, Columbus, Ohio. (Filed Nov. 12, 1919. Used since Aug. 5, 1899.)—Yellow Laundry Soap.
- 124,809.—Oneida Corporation, Chicago, Ill. (Filed Nov. 12, 1919. Used since Nov. 3, 1919.)—Depilatories.
- 124,862.—Miami Chemical Co., Cincinnati, Ohio. (Filed Nov. 13, 1919. Used since Oct. 28, 1919.)—Deodorant and Antiseptic Powders.
- 124,867.—The Procter and Gamble Company, Cincinnati, Ohio. (Filed Nov. 13, 1919. Under ten-year proviso. Used since 1877.)—Soap.
- 124,920.—Mary Thompson, Washington, D. C. (Filed Nov. 14, 1919. Used since on or about Oct. 15, 1919.)—Hair-Tonic.
- 124,952.—Abraham Plough, Memphis, Tenn. (Filed Nov. 15, 1919. Used since July 28, 1919.)—Hair-Dressing.
- 124,977.—The De Pree Chemical Company, Holland, Mich. (Filed Nov. 17, 1919. Used since on or about Sept. 1, 1919.)—Complexion-Powder.
- 124,978.—The De Pree Chemical Company, Holland, Mich. (Filed Nov. 17, 1919. Used since April 1, 1917.)—Complexion-Powder, Complexion-Cream, Talcum Powder, Toilet Water, and Almond Cream.
- 125,113.—Jiffie-Straight Company, Incorporated, Petersburg, Va. (Filed No. 20, 1919. Used since about May, 1918.)—A Pomade for the Scalp and Hair.
- 125,131.—Henry Clay Sutton, Rising Star, Tex. (Filed Nov. 20, 1919. Used since Jan. 1, 1915.)—Washing-Powder.
- 125,135.—Joseph N. Thibodeaux, Houston, Tex. (Filed Nov. 20, 1919. Used since May 5, 1919.)—Tooth-Powders, Tooth-Pastes, and Mouth-Washes.
- 125,137.—V. Vivadou, Inc., New York, N. Y. (Filed Nov. 20, 1919. Used since Nov. 10, 1919.)—Deodorants.
- 125,185.—James S. Kirk & Company, Chicago, Ill. (Filed Nov. 22, 1919. Used since on or about Jan. 1, 1917.)—Toilet and Laundry Soap.
- 125,288.—Lamar, Taylor & Riley Drug Co., Macon, Ga. (Filed Nov. 25, 1919. Used since Jan. 1, 1902.)—Skin Soap.
- 125,325.—Angelo Giglio, New York, N. Y. (Filed Nov. 26, 1919. Used since October, 1917.)—Powder-Puffs.
- 125,362.—Brown's Tooth Powder Company, San Fran-

cisco, Calif. (Filed Nov. 28, 1919. Used since June 7, 1919.)—A Medicinal Preparation to be Used as a Dentifrice, Such as Tooth-Powder, for Hardening the Gums and Removing Tartar.

125,363.—California Soap Company, Inc., Los Angeles, Calif. (Filed Nov. 28, 1919. Used since Nov. 4, 1919.)—Soaps.

125,380.—Leon Gawurin, New York, N. Y. (Filed Nov. 28, 1919. Used since Sept. 10, 1912.)—Mouth-Wash, Tooth-Powder, and Tooth-Paste, Face-Powder, Toilet Powder, Perfume, Toilet Water, Sachet-Powder, Face-Cream, Brilliantine, Face-Lotion, Face-Paste, Toilet Cream, Rouge, Liquid Tint Smelling-Salt.

125,381.—Leon Gawurin, New York, N. Y. (Filed Nov. 28, 1919. Used since May 1, 1911.)—Face-Powder, Toilet Powder, Perfume, Toilet Water, Sachet Powder, Face-Cream, Brilliantine, Face-Lotion, Face-Paste, Toilet Cream, Rouge, Liquid Tint, Smelling-Salt, Tooth-Powder, Tooth-Paste.

125,437.—Julius Schmid, Incorporated, New York, N. Y. (Filed Nov. 29, 1919. Used since December, 1893.)—Cap-ping-Skins for Stopped Bottles.

125,462.—Howard Bros. Chemical Co., Buffalo, N. Y. (Filed Dec. 1, 1919. Used since May 22, 1919.)—Soap.

125,572.—Louisville Food Products Company, Louisville, Ky. (Filed Dec. 4, 1919. Used since Sept. 1, 1919.)—Soap.

125,593.—Atriken Chemical Works, New Brunswick, N. J. (Filed Dec. 5, 1919. Used since June, 1919.)—Refined Lanolin.

125,596.—Edward Burnham, Chicago, Ill. (Filed Dec. 5, 1919. Used since 1909.)—Preparation Used as a Hair-Brightener, Hair-Shampoo, and to Restore Natural Color to Hair.

125,597.—Edward Burnham, Chicago, Ill. (Filed Dec. 5, 1919. Used since 1911.)—Perfume, Toilet Water, Rouge, and Face-Powder.

125,598.—Edward Burnham, Chicago, Ill. (Filed Dec. 5, 1919. Used since 1911.)—Perfume, Toilet Water, Talcum Powder.

125,636.—Walter L. Smith, Detroit, Mich. (Filed Dec. 5, 1919. Used since Jan. 1, 1919.)—An Antiseptic Soap Paste for Removing Machine-Grease, Paint, Rust-Stains, Printers' Ink, and other Dirt or Grime from the Hands, Also for Cleaning Kitchen Utensils, Bathtubs and Sinks.

125,727.—Annie Sims, Pittsburgh, Pa. (Filed Dec. 8, 1919. Used since May 10, 1917.)—A Salve for Use in the Treatment of the Scalp.

125,729.—Mary E. Sullivan, Richmond, Va. (Filed Dec. 3, 1919. Used since March 1, 1919.)—Dentifrice and Antiseptic Deodorant.

125,735.—Dallas T. Ward, Chicago, Ill. (Filed Dec. 8, 1919. Used since Sept. 12, 1919.)—Hair and Scalp Tonic.

125,873.—Austinol Chemical Co., Inc., New York, N. Y. (Filed Dec. 12, 1919. Used since June 1, 1919.)—A Chemical Preparation for the Treatment of Dandruff.

126,479.—Maggiros & Rousos, Rochester, N. Y. (Filed Dec. 26, 1919. Used since Nov. 14, 1919.)—Olive-Oil.

126,604.—Walker-Matteson Company, Joliet, Ill. (Filed Dec. 29, 1919. Used since Jan. 1, 1917.)—Flavoring Extracts for Foods, Olive-Oil.

126,756.—American Renoleo Company, York, Pa. (Filed Jan. 3, 1920. Used since about Dec. 25, 1918.)—Food-Flavoring Extracts.

126,874.—Penn Rivet Corporation, Philadelphia, Pa. (Filed Jan. 6, 1920. Used since Apr. 1, 1919.)—Powder-Puffs.

127,119.—Gamanos & Booskos, New York, N. Y. (Filed Jan. 14, 1920. Used since Oct. 18, 1918.)—Olive-Oil.

TRADE-MARK REGISTRATIONS GRANTED.

129,970. Face-Powder, Powder for Toilet and Nursery Purposes, Talcum Powder, Toilet Cream, Perfume, and Rouge. Henry Tetlow Co., Philadelphia, Pa. Filed October 21, 1918. Serial No. 113,841. Published December 9, 1919.

130,024. Soaps. The Agra Company, Detroit, Mich. Filed October 31, 1919. Serial No. 124,380. Published January 6, 1920.

130,073. Soap. Howard Bros. Chemical Co., Buffalo,

N. Y. Filed September 26, 1919. Serial No. 123,163. Published January 6, 1920.

130,090. Cleaning compound. John J. Meyer, New York, N. Y. Filed April 14, 1919. Serial No. 117,463. Published January 6, 1920.

130,111. Certain named toilet preparations. A. Simonson, New York, N. Y. Filed September 16, 1919. Serial No. 122,792. Published January 13, 1920.

130,135. Soap. The Washer Maid Company, Chicago, Ill. Filed October 29, 1919. Serial No. 124,324. Published January 6, 1920.

PATENTS GRANTED.

1,334,344. Collapsible tube. Clarence J. Beatty, Racine, Wis. Filed Dec. 23, 1918. Serial No. 267,985. 2 Claims. (Cl. 221-60.)

1. A device of the character described comprising a hollow body, a neck carried thereby provided with a reduced outer portion forming a spout, a cap removably fitted upon the inner portion of the neck, and a sealing element arranged in the closed terminal of the cap engaging the open end of the spout, said reduced portion of the neck being disposed in concentrically spaced relation to the contiguous portion of the cap and the latter being maintained in spaced relation to the terminal of the neck by the sealing element.

1,335,246. Process of making soap. Francisco Lara, Manila, Philippine Islands, assignor, by mesne assignments, of one-half to E. S. Mekeel, Manila, Philippine Islands. Filed April 25, 1918. Serial No. 230,782. 1 Claim. (Cl. 87-5.)

A process of making a cleansing and healing fluid which comprises mixing vegetable oil and animal fat, melting the mixture, adding caustic soda solution and agitating the mixture, allowing the mixture to stand until it hardens, reducing the hardened mass to a powder, adding sodium silicate solution and heating to form a liquid, adding denatured alcohol and removing the precipitate caused thereby.

1,336,216. Toilet-box. Abraham Garbeil, Philadelphia, Pa. Filed Feb. 4, 1919. Serial No. 274,917. 8 Claims. (Cl. 132-32.)

1. A toilet box of the character described including two trays; one of said trays being movably connected whereby it can be moved into a position so as to permit access to the other of said trays; said movably connected tray having a mirror visible when said tray is moved to permit access to the other of said trays; substantially as described.

1,336,272. Disinfectant, antiseptic, deodorant, or detergent. Charles Billing, London, England. Filed Nov. 29, 1916. Serial No. 134,061. 1 Claim. (Cl. 167-3.)

As a new article of manufacture, a non-efflorescent disinfectant, antiseptic, deodorant or detergent comprising a non-irritant mixture consisting of 75 to 90 parts of an alkali-monoborate, 25 to 10 parts of an alkali-metal diborate, and sodium chlorid.

DESIGNS PATENTED.

54,745. Cap for a powder container. Clen S. Humphrey, Brooklyn, N. Y. Filed April 29, 1919. Serial No. 293,575. Term of patent 7 years.

The ornamental design for a cap for a powder container, substantially as shown and described.

54,746. Powder container or similar receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed May 1, 1919. Serial No. 294,089. Term of patent 7 years.

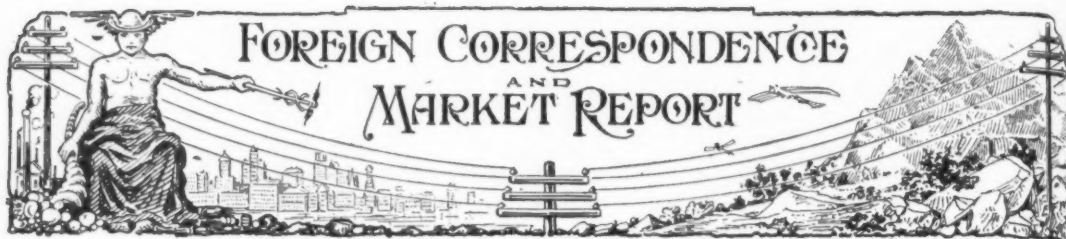
The ornamental design for a powder container or similar receptacle, substantially as shown.

54,747. Powder container or similar receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed May 1, 1919. Serial No. 294,090. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle substantially as shown.

54,748. Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed May 23, 1919. Serial No. 299,348. Term of patent 3½ years.

The ornamental design for a receptacle, substantially as shown and described.



ARGENTINA.

IMPORTATIONS OF VEGETABLE OILS. The development of several industries in Buenos Aires and vicinity during the war stimulated the consumption of vegetable oils. Of those imported in 1918, edible oils from Spain and Italy ranked first, with 6,965,078 kilos. Cottonseed oil, principally from the United States, was imported to the extent of 1,202,289 kilos. Other oils, such as palm oil, amounting to 69,839 kilos, and 196,246 kilos of cocoa oil were imported through England and the United States.

AUSTRALIA.

DECLARATIONS OF VALUE.—Injury is done to American trade through failure of the American exporters to comply with the Australian regulations requiring invoices to show in a separate column the home consumption value of goods. It is claimed that a large part of the American manufacturers and exporters neglect to show separately the home consumption values, and as a result the consignees are penalized by the imposition of extra duty. The law of Australia requires all goods subject to ad valorem duties to be accompanied by an invoice showing separately the home consumption value and bearing a declaration of value in the prescribed form.

EXPORT EMBARGOES REMOVED.—A cable on Feb. 22 from Melbourne states that the export restrictions have been removed from tallow, edible fats and cocoanut oil.

BRITISH INDIA.

LEMONGRASS OIL.—The 1919 exports of lemongrass oil from Madras to the United States were valued at \$52,539, a heavy decrease from 1918, when the total was \$93,790.

CANADA.

EXPORT EMBARGOES.—All previous instructions regarding licenses for exports from Canada have been canceled, and goods previously under embargo may now be exported freely without license except products not essential to our readers.

CHINA.

CAMPBOR ALLOTMENTS.—Consul H. B. Hitchcock at Tai hoku, China, has informed the Department of Commerce that camphor allotments for January, February and March, 1920, are as follows: United States, 379,635 pounds; France, 56,876 pounds; England, 134,915 pounds. The price per hundredweight has been increased to the United States for this period by 179 shillings to 557 shillings (\$185.57 at normal exchange), and to European countries 227 shillings to 627 shillings (\$152.57).

(Continued on page 72)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

National prohibition, that has done so many remarkable things in addition to making the consumption of alcoholic beverages a surreptitious indulgence, is held responsible for the phenomenal advance in the Messina essences. To be sure it has directly affected only sweet orange oil by vastly increasing its consumption in the manufacture of soft drinks, but sympathetically prices of bergamot and lemon oils have been carried to dizzy heights, and the upward progress has been checked only by the higher rates of foreign exchange, which to the extent of their increase have reduced import costs. In Sicily, however, the market is as strong as ever, under speculative control and there is no telling how much higher these products may go unless the improbable happens, and demand fails.

The improvement in the money exchange rates has caused the revision downward of prices for a considerable number of imported oils, though conditions of supply and demand have not fundamentally changed within the past month. It is true that business has been halted by labor troubles and especially the latest development in the art of radical propaganda, as exemplified by the walkout of railroad workers, which has come pretty close to causing a complete paralysis of interstate commerce. Such difficulties are in a fair way to an adjustment that will admit of the return of normal transportation conditions and while their effect will undoubtedly be felt for some weeks to come in a congested state of freight traffic, the continuing prosperity of the country will make itself felt in a revival of demand from the interior as soon as goods can be regularly moved. Dealers have no fault to find with the condition of trade in sections that can be readily reached with deliveries for while orders as a rule are small, they are quite as numerous as at any time previously this year.

Aromatic Chemicals.

Political and social unrest in Europe grow more pronounced and aggravate the conditions that since the war ended have prevented the work of reconstruction of industries. This, together with the scarcity of basic materials and acute labor shortage, restricts the output of all products for which normally the world looks to Europe for supplies. In their correspondence with American merchants the European manufacturers of aromatic chemicals hesitate to offer an opinion as to when a reversal of these conditions may be expected or any change for the better. There is a promise, but nothing exactly tangible that the situation may improve by fall, but so many things must be straightened out in the meantime, foremost among which are the restoration of transportation facilities, and a pronounced change for the better in economic conditions, that the most sanguine scarcely dare hope that relief will come as soon as that.

Meanwhile consumption in this country keeps at an unprecedented rate, and importers have the greatest difficulty in satisfying the demand. While the general trend of prices is toward higher levels, there have been comparatively few changes in first-hand quotations within the month, the rise that has occurred in foreign exchange.

(Continued on page 72)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-10.00
Almond, S. P. A.	9.75-10.50
Almond, Artificial	1.00-1.25
Almond, Sweet True	.85-1.00
Almond, Peach-Kernel	.45-.50
Amber, Crude	1.50-1.75
Amber, Rectified	1.75-2.00
Amyris balsamifera	.85
Anise	1.40-1.45
Anise, Lead free	1.70-1.75
Aspic (spike)	2.25-2.50
Bay, Porto Rico	4.75-5.00
Bergamot, 35-36%	6.75-7.50
Birch (Sweet)	6.00-6.25
Birchar, Crude	.75-.80
Birchar, Rectified	2.25-2.50
Bois de Rose, Femelle	10.50
Cade	1.00-1.10
Cajeput	.80-.85
Calamus	4.75-5.00
Camphor, Jap, "white"	.70-.75
Cananga, Java	5.00-5.25
Cananga, Java, Rectified	6.00-6.25
Caraway Seed	4.30-4.75
Cardamon	25.00-27.00
Carvol	10.00-12.00
Cassia, 75-80% Technical	2.25-2.35
Cassia, Lead Free	2.50-2.55
Cedar Leaf	2.25-2.50
Cedar Wood	.50-.55
Celery	20.00-22.00
Cinnamon, Ceylon	30.00-35.00
Citronella, Ceylon	.90
Citronella, Java	1.25-
Cloves, Zanzibar	3.60-3.75
Cloves, Bourbon	4.50-
Copaiba	.95-1.00
Coriander	40.00-45.00
Croton	1.40-1.50
Cubebs	8.50-9.00
Cumin	9.25-9.75
Erigeron	7.00-7.50
Eucalyptus, Aus. 70%	.85-.90
Fennel, Sweet	3.75-4.00
Geranium, African	9.25-9.50
Geranium, Bourbon	8.00-8.50
Geranium, Turkish (palma rosa)	5.00-5.25
Ginger	7.50-8.00
Gingergrass	3.25-3.50
Guaiac (Wood)	6.00-6.25
Hemlock	.80-.90
Juniper Berries, Rectified	6.00-6.25
Lavender, English	24.00
Lavender, Fleurs	*12.00-13.00
Lavender, Spanish	2.75-3.00
Lemon	1.85-2.00
Lemongrass	3.50-3.75
Limes, Distilled	1.25-1.50
Limes, expressed	6.00-6.50
Linaloe	7.25-7.50
Mace, distilled	1.60-1.75
Mustard, genuine	30.00
Mustard, artificial	6.75-7.00
Neroli, petale "Bigarade"	*130.00-
Neroli, Bigarade	125.00-
Neroli, artificial	14.00-15.00
Nutmeg	1.60-1.75
Opoponax	nominal

Orange, bitter	7.00-7.25
Orange, sweet, West Ind.	8.00-
Orange, sweet, Italian	9.00-9.50
Origanum	.45-.60
Orris Root, concrete, foreign	5.15-5.50
Orris Root, concrete, domestic	5.25-5.50
Orris Root, absolute (oz.)	40.00-45.00
Parsley	8.00-8.25
Patchouly	30.00-32.00
Pennyroyal, American	2.25-2.50
Pennyroyal, French	2.00-2.15
Peppermint	8.00-8.50
Peppermint, redistilled	9.00-9.50
Petit Grain, So. American	4.75-5.00
Petit Grain, French	9.25-9.50
Pimento	4.25-4.50
Pine Needles, from Pinus Sylvestris	*2.65-2.75
Rose, Bulgarian, (ounce)	10.00-14.00
Rose, French, (ounce)	12.00-18.00
Rosemary, French	*1.50-2.00
Rosemary, Spanish	1.20-1.40
Rue	4.25-4.50
Sage	5.25
Safrol	*.85-.90
Sandalwood, East India	10.75-11.25
Sassafras, artificial	.80-.90
Sassafras, natural	1.85-2.00
Savin, French	6.00-6.25
Snake Root	24.00-25.00
Spearmint	13.50-14.00
Spruce	.85-.90
Tansy	7.50-8.25
Thyme, French, red	1.85-1.90
Thyme, French, white	2.15-2.30
Thyme, Spanish, red	1.85-1.90
Vetiver Bourbon	13.50-14.50
Wintergreen (genuine Gaultheria)	nominal
Wormseed	6.75-7.00
Wormwood	13.00-13.50
Ylang-Ylang, Bourbon	16.00-16.50
Ylang-Ylang, Manila	35.00-40.00

AROMATIC CHEMICALS.

Acetophenone	8.50
Amyl Salicylate, dom.	2.25-2.50
Amyl Salicylate, for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde, foreign	13.00-16.00
Benzaldehyde, domestic	1.25-1.50
Benzaldehyde, F. F. C. domestic	1.75-2.00
Benzyl Acetate, domestic	2.25-2.50
Benzyl Acetate, foreign	5.50-5.75
Benzyl Alcohol	2.75-3.25
Benzyl Benzoate	5.00
Borneol	3.50
Bornylacetate	5.50
Bromstyrol	10.00
Cinnamic Acid	7.25-7.50
Cinnamic Alcohol	40.00-45.00
Cinnamic Aldehyde	5.50
Citral	7.00-7.25
Citral C. P.	7.50-8.00
Citronellol, domestic	18.00-20.00
Citronellol, foreign	25.00-30.00
Cumarin, natural	nominal
Cumarin, artificial, dom.	8.50-9.00
Cumarin, artificial, for.	-
Diphenylmethane	2.25-2.50

Diphenyloxide	2.00-2.50
Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.60
Eugenol	6.00-7.00
Geraniol, domestic	3.25-3.50
Geraniol, foreign	5.00-5.25
Geraniol, from citronella	5.25-5.50
Geranyl Acetate	7.25
Heliotropin, domestic	5.00
Indol, C. P. (oz.)	20.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	12.00-13.00
Linalol	9.00-13.00
Linalyl Acetate	15.00-18.00
Linalyl Benzoate	nominal
Methyl Anthranilate	16.00-18.00
Methyl Cinnamate	7.25-9.00
Methyl Heptenone	10.00-12.00
Methyl Heptene Carbon	125.00-140.00
Methyl Paracresol	16.00-25.00
Methyl Salicylate	.75-.80
Mirbane, rect. drums	.19-.21
Musk Ambrette	100-115.00
Musk Ketone	55.00-60.00
Musk Xylene	13.00-15.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	50.00-55.00
Phenylethyl Alcohol	40.00-50.00
Phenylacetic Acid	18.00
Rhodinol, domestic	nominal
Rhodinol, foreign	25.00-30.00
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	1.25-1.50
Terpineol, C. P., imported	2.00-2.50
Terpinyl Acetate	3.25
Thymol	12.00-12.50
Vanillin (oz.)	1.00-1.10
Violet, artificial	12.00-18.00

BEANS.

Tonka Beans, Para	1.10-1.15
Tonka, Beans, Angostura	1.75-2.00
Vanilla Beans, Mexican	4.50-5.75
Vanilla Beans, Cut	3.25-3.50
Vanilla Beans, Bourbon whole	2.85-3.25
Vanilla Beans, Bourbon cuts	2.75-3.00
Vanilla Beans, Tahiti yellow label	2.50-2.75

SUNDRIES.

Alcohol, cologne spirits, gallon	*7.00
Ambergris, black (oz.)	8.50-12.00
Ambergris, gray	25.00-27.50
Chalk, precipitated	.04-10
Civet, horns (oz.)	2.75-3.25
Lanolin hydrous	.25-.30
Lanolin anhydrous	.35-.40
Menthol	12.75-13.00
Musk, Cab., pods (oz.)	18.00-20.00
Musk, Cab., grains (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	32.00-35.00
Musk, Tonquin, grains (oz.)	39.00-50.00
Orris Root, Florentine, whole	18-20
Orris Root, powd. & Gran.	22-25
Rice Starch	.32-.35
Talc, Italian (ton)	nominal
Talc, French (ton)	nominal
Talc, domestic (ton)	20.00-40.00

*Nominal.

*Nominal.

THE MARKET.*(Continued from page 70)*

although not in itself of important extent, being sufficient to offset in most cases the higher cost of commodities at primary points. The most important change during the interval since the situation was last reviewed is a stiff advance in the price of citral caused by the greatly increased cost of lemon oil.

Vanilla Beans.

No signs of abatement of the consuming demand for vanilla beans is apparent. On the contrary their consumption is on a constantly expanding scale, in directions which before the era of national prohibition figured only as one of the more moderate outlets for supplies. Under the circumstances holders of the beans are exacting very full prices on all orders, although in the case of Bourbons these are not quite so high as a month ago owing to the rise in foreign exchange.

Competition of tobacco manufacturers with perfumers and other consumers in the market for tonka beans is holding prices up to the high levels previously established and encourages importers to look for further advances.

FOREIGN CORRESPONDENCE.*(Continued from page 70)***EGYPT.**

IMPORTS.—In 1918 the imports of incense and other perfumes into Egypt, as shown by figures just now available, amounted to 579 tons, valued at \$142,919; perfumery and toilet soaps, \$1,030,730; household soap, 4,199 tons, valued at \$1,523,766; olive oil, \$977,372.

FRANCE.

TRADE WITH AMERICA.—The total declared exports from Lyons to the United States increased from \$6,757,126 in 1918 to \$19,602,416 in 1919.

GERMANY.

CONTROL OF EXPORTS.—A report of January 6, 1920, (received later) from the American chargé d'affaires at The Hague indicates that up to that date the export duties proposed in Germany had not been adopted, although they were still under consideration. Steps have been taken, however, to place all exports under the direct control of the Government to prevent the exportation of goods needed in the country. Various orders permitting certain goods to be exported without special licenses have been withdrawn, and at the present time licenses are required for nearly all classes of exports.

GREAT BRITAIN.

SANDALWOOD OIL.—There is now stated to be in London fair-sized quantities of West Australian sandalwood oil. Its use as a medicinal product is excluded by the B. P. requirements of a higher santalol content than the Australian oil offers, but its commercial possibilities are indicated by the fact that considerable demand is reported from soap-makers and perfumers for use in the respective industries. Except for its lower alcohol content, the Australian product compares favorably with the Mysore distillate.

ITALY.

VEGETABLE AND OLIVE OILS.—In spite of being one of the principal olive oil producing countries, Italy is a large importer of other vegetable oils. From 5,403 tons in 1913,

imports of palm oil rose to 13,259 tons in 1917; but fell again to 5,353 tons in 1918. On the other hand, imports of coconut oil fell from 3,993 tons in 1913 to 1,807 tons in 1918.

With regard to seed oils, during the fiscal year from July 1, 1917, to June 30, 1918, 61,136 tons of seeds were crushed, which yielded 14,517 tons of oil. The principal seeds employed were as follows: Linseed, 16,445 tons; sesame, 7,663; grape seeds, 11,280; castor beans, 6,114; grains, 13,072; colza (rape seed), 2,419.

The capacity of the existing plants is about 3,600 tons per month, and as the shortage of olive oil is acute, a considerably increased production of seed oils in Italy may be expected.

JAPAN.

MENTHOL AND PEPPERMINT OIL MARKET. In a letter from Commercial Attaché James F. Abbott, Tokyo, Japan, confirming his cabled report of January 20, 1920, he says that the menthol situation is extremely difficult to analyze, because people are disinclined to give any information they have, being fearful of supplying any to a competitor. While there is an active market in Japan for menthol, the peppermint-oil market is inactive, and it is therefore the policy of dealers to quote the two together, offering a case of each for about \$25, whereas if sold separately the menthol would be quoted at about \$20.50 and the peppermint oil at about \$6.50. The price of the former is steadily advancing as, according to the estimate of a Japanese exporter, there are only about 27,000 pounds of menthol in the market.

RUMANIA.

OLD TARIFF IN FORCE.—An announcement has been received from the British commercial secretary at Bucharest to the effect that the pre-war customs tariff, both general and conventional, is still in force in Rumania, and has not been subjected to any general modification, the only amendments being those regarding the importation of articles of luxury, and certain articles of prime necessity the importation of which is reserved to the State. The treaty with Germany is no longer in force, but the conventional tariff rates established by that treaty continue to be applied to merchandise from countries which are entitled to "most-favored-nation" treatment in Rumania.

SPAIN.

OLIVE OIL FOR EXPORTATION.—A royal order published March 30, 1920, modified April 11, allows the exportation of 20,000,000 kilos (kilo=2.2046 pounds) of olive oil, providing the exporters place at the disposition of the Government at the official price, quantities equal to 150 per cent. of the amount exported. The Government reserves the right to suspend export if deemed advisable for the supply of the national demands; also the right to permit export to certain countries only, if it is desirable for the fulfillment of special trade agreements. There will be an export tax of 25 pesetas (peseta=\$0.193, normal value) per 100 kilos if in barrels, and 20 pesetas if in bottles or tins under Spanish brands. The permits will lapse on September 30 for olive oil in barrels, and on October 31 for oil in other receptacles.



CASTILE SOAP.

On following pages of this issue we are publishing two articles giving the "pro" and "con" of limiting the official soap to Castile in the Pharmacopoeia. This question should have the attention and interest of a great many soap manufacturers. There is much that could be said on both sides of this question. It is true without a doubt that the word Castile as applied to soap should designate only such soaps as are made from pure olive oil. There are many soaps in the trade containing no olive oil whatsoever which seek to increase their sale under the misnomer of Castile. This is a misbranding that should not be tolerated as it operates against the manufacturer who honestly brands his goods. On the other hand it cannot be denied that for many purposes a well made soap, using high grade oils or fats other than olive oil, is far more adaptable for many purposes than the Castile specified in the United States Pharmacopoeia. That such a condition should exist merely because these soaps do not meet the U. S. P. requirements is not justifiable and should be corrected.

Both sides are presented in these articles and we should be pleased to receive further opinions with regard to this question.

GERMAN POTASH SITUATION.

According to the *Berliner Tageblatt* production conditions in the German potash industry have very considerably improved in recent months. This is especially due to the fact that there has been a considerable improvement in the supply of coal for some time. Recent advices were that representatives of the Potash Syndicate are on their way to the United States with the object of concluding a running contract for the delivery of large quantities of potash salts. The prospective prices are described as remunerative. Special quantities of coal for the manufacture of the export consignments in question are to be supplied to the potash works. America, the paper says, has declared her readiness immediately to place at disposal a part of the amounts payable for the potash supplies.

The British Government Board of Trade has just given out an official statement of the importation of potash since the armistice from Germany and Alsace, according to a cable just received from Consul General R. P. Skinner at London. From Germany there were imported for agricultural purposes 19,820 tons, worth £323,727, and for industrial uses, 4,301 tons, worth £182,146. From Alsace for agricultural purposes there were imported 37,258 tons, worth £275,476, and for industrial purposes, 100 tons, worth £2,250.

The Board of Trade met representatives of the German Government at Rotterdam and made a contract for potash in return for foodstuffs, buying 48,000 tons. Of this, 23,000 tons have been delivered.

COLOR STANDARDS FOR COTTONSEED OIL.*

BY H. V. ARNY, CHARLOTTE KISH AND FRANCES NEWMARK.

As is commonly known, the commercial grading of cottonseed oil is largely a matter of color, and much work has been done in attempting to find an ideal standard for the color of this commodity.

The glasses of the Lovibond tintometer have been largely used for this purpose, but I. G. Priest, of the Bureau of Standards, has shown¹ that out of 219 glasses borrowed from cotton oil concerns and tested by him, 9 per cent of the red glasses between 0.1 and 3.0 were not matches against the Bureau of Standard sets; 51 per cent of the red glasses between 4.0 and 20.0 were not matches; 14 per cent of the yellow glasses between 0.1 and 3.0 were not matched; and 40 per cent of the yellow glasses between 4.0 and 20.0 were not matched.

This report shows that the Lovibond apparatus is not the ideal standard upon which to base a countrywide valuation of cottonseed oil. Priest, in turn, attempted to solve the problem of authentic samples of cottonseed oil enclosed in sealed vacuum cells of the proper shape and dimensions to be examined in a colorimeter. While it is known that the color of cottonseed oil is susceptible to change when exposed to the air, Priest's preliminary experiments led him to the conclusion that a sample inclosed in a sealed vacuum cell would not be thus altered. The test of time, however, showed that such changes did take place and he reported (in an address before the International Cotton Seed Crushers' Association, June 7, 1916), that after 15 to 25 wks. the color of his samples changed 1 point red on the Lovibond scale when viewed in a 5/4-in. cell.

One of us has interested himself in standardized colored fluids since 1911,² and having become convinced regarding the uniformity, permanency, and simplicity of the acid cobalt-ferric-copper solutions (the "Co-Fe-Cu" fluids) and of the ammoniacal cobalt-chromate-copper solutions (the "Co-Cr-Cu" fluids) devised by him, he enlisted the services of Miss Charlotte Kish and Miss Frances Newmark, in carrying out during the past year the experiments reported below. While there were some difficulties encountered in the work, he feels justified in stating that in his opinion the matching of cottonseed oil with the standardized fluids is entirely feasible.

Summarizing information concerning the "Co-Fe-Cu" and the "Co-Cr-Cu" fluids that has been already published, the former are prepared by the blending of the three basic fluids, a red N/2 solution of cobalt chloride in 15 per cent hydrochloric acid (14.74 g. cobalt (Co) per l.), a yellow N/2 ferric chloride solution in 15 per cent hydrochloric acid (9.308 g. iron (Fe) per l.), and a blue N/2

¹ Proc. Soc. Cotton Products Analysts, 1913, p. 6.

* From the Journal of Industrial and Engineering Chemistry.

copper sulphate solution in 15 per cent hydrochloric acid (15.8925 g. copper (Cu) per l.).

The "Co-Cr-Cu" fluids are prepared from three basic fluids, a red N/10 cobaltamine solution in 2.8 per cent ammonia water (2.9485 g. cobalt (Co) per l.), a yellow N/10 ammonium chromate solution in 2.8 per cent ammonia water (0.8666 g. chromium (Cr.) per l.), and a blue N/10 cuprammonium sulphate solution in 2.8 per cent ammonia water (3.1785 g. copper (Cu) per l.). It is obvious that the three basic fluids of either sets can be blended in any imaginable proportion, giving a variety of hues limited only by the tints of the basic fluids themselves.

SUMMARY AND CONCLUSIONS.

I.—The greatest difficulty in standardizing the color of cottonseed oil is the variation of the tint of commercial samples.

II.—This discrepancy may be due to the variation in the tint of the supposed standard Lovibond glasses, or to alteration of the color of the oil samples, or to both causes.

III.—Further study of the "Co-Fe-Cu" standardized colored fluids confirms the stability of the tints obtained on blending.

IV.—The facts that they can be prepared by anyone competent to conduct quantitative analysis, that when made of proper strength their color values are uniform, and that their employment saves the cost of expensive appliances commend them to the practical men.

V.—In matching cottonseed oil with these standardized fluids approximately good matches are obtained when the oil samples and the fluids are compared in 1-oz. round bottles, while practically perfect results are secured by comparing the oil samples with the fluids in 1/2-in. cells placed side by side in the Lovibond instrument. In fact, in our work we found such matches not only more easily secured, but in some respects even more satisfactorily obtained, than when the more expensive colorimeter was used.

VI.—The Prime White samples were matched by blends ranging from 6 cc. N/2 acidulated ferric chloride solution, 0.4 cc. N/2 acidulated cobalt chloride solution, and water enough to make 50 cc. to 16 cc. N/2 acidulated ferric chloride solution, 1.4 cc. N/2 acidulated cobalt chloride solution, and water enough to make 60 cc.; Choice Summer Yellow samples were matched by blends ranging from 22 cc. N acidulated ferric chloride solution, 3.4 cc. N/2 acidulated cobalt chloride solution, and water enough to make 50 cc. to 33.3 cc. N acidulated ferric chloride solution, 3.3 cc. N/2 acidulated cobalt chloride solution, and water enough to make 50 cc., while Off-Summer Yellow samples were matched by blends ranging from 42 cc. N acidulated ferric chloride solution, 6.2 cc. N/2 acidulated cobalt chloride solution, and water enough to make 60 cc. to 39 cc. N acidulated ferric chloride solution, 7.2 cc. N/2 acidulated cobalt chloride solution, and water enough to make 50 cc. Whether the limits of color should be fixed between narrower boundaries is a problem to be decided by the standards committee of the Society of Cotton Products Analysts.

College of Pharmacy, Columbia University, New York City.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

STUDY OF OIL FROM SUMAC (RHUS GLABRA).*

By H. W. BRUBAKER.

Since the demand for fats has increased so greatly and their price has reached such a high level it has become imperative that we make use of all the available sources of this most important material. A great deal of the rocky wasteland of Kansas and other states is covered with the common sumac (*Rhus Glabra*). It occurred to the author to make a chemical study of the oil from the sumac seed to determine its fitness as a food or for industrial purposes and the amount available.

The berries from which this oil was obtained were gathered at Manhattan, Kansas, in February, 1919. The husks were removed from the berries by rubbing gently in a mortar and sending the material through a small fanning mill. The clean, air-dried seeds were ground in a mill and the fat extracted with dry ether in a continuous extraction apparatus large enough to hold 2 or 3 lbs. of the material. Two determinations gave an average of 11.71 per cent of oil in the ground seeds.

The oil of sumac has a mild odor, pleasant taste, and a deep yellow color. It is quite viscid at ordinary room temperature. Upon being cooled it thickens gradually until at -16° C. it has the consistency of soft vaseline. The oil was not cooled to its freezing point; G. B. Frankforter and A. W. Martin give the freezing point of the oil from *Rhus Glabra* gathered in Minnesota as -24° C.¹

These authors also found an iodine value of 87, which differs materially from that found for the Kansas oil, 126.76. The high iodine value would indicate that the oil should have fairly good drying qualities.

A small amount of the oil mixed into a paste of the consistency of paint with sublimed white lead and spread on a plate of glass, dried completely in three days.

The oil saponifies readily, giving a sodium soap of semi-solid consistency.

It seems fair to conclude from the above study that sumac oil compares favorably in properties with other vegetable oils, such as cottonseed oil and corn oil. It might readily find a use as an edible oil or in the soap-making industry or as a semi-drying oil in the paint industry, if it can be put on the market at a reasonable cost. The amount which might be made available can only be estimated. The author believes a conservative estimate of the amount of sumac seed in the state of Kansas alone to be 60,000,000 lbs., containing 6,000,000 lbs. of oil. Whether sumac can be made a practical source of oil or not can be determined only by some manufacturer situated so as to be able to handle the extraction of the oil. Those companies which extract the coloring matter from sumac or extractors of other vegetable oils are probably best situated to work out the problem.

Department of Chemistry, Kansas State Agricultural College, Manhattan, Kansas.

Production of Vegetable Oils in Burma.

The annual production of vegetable oils in Burma (which has varied little since 1913) is about 60,000 tons, or 16,000,000 gallons; that of oil cake is about 50,000 tons. The yield of oil per ton of raw material crushed is about 30 per cent.

¹ Am. J. Pharm., 76 (1904), 151.

* From the Journal of Industrial and Engineering Chemistry.

PROPOSED CHANGES IN THE SOAPS OF THE PHARMACOPOEIA*

By E. V. Kyser

The purpose for which a soap is to be used should determine its composition.

The ingredients used in the soaps of the Pharmacopoeia and the methods of manufacture directed are not economical to use and do not produce the best finished product.

I. SAPO—SOAP.

The official soap of the U. S. P. IX, familiarly known as Castile soap, is made from olive oil and sodium hydroxide. The term "Castile Soap" which signifies a pure olive oil soap means very little to-day, because this once highly recommended soap has been replaced by other soaps which are superior in quality and can be produced more economically. While olive oil is a non-drying oil, it is composed of a large proportion of unsaturated glycerides, as evidenced by its high iodine value, which is undesirable for soap-making purposes. Olive oil soaps as well as other soaps made from unsaturated oils are readily decomposed and quickly become rancid.

In the manufacture of soaps for the toilet the use of corn, cotton seed, soya, peanut or any other oil of low titer and high iodine value is objectionable because the resultant soaps become rancid very readily, yet olive oil which is similar in chemical composition to the oils named is used and recognized by the Pharmacopoeia. This preference for olive oil soap no doubt originally arose from the fact that olive oil was the only oil suitable for soap making which was obtainable in suitable quantity and quality when the manufacture of soap was in its infancy. After the industry was established, this preference was, of course, fostered by interested manufacturers for their own profit. The general public has long since been won away from the preference for olive oil soap by the substitution of other and better soaps, but the conservatism of the Pharmacopoeia makers has prevented any change in this authority.

Olive oil soaps are neither chemically nor physically adapted for general use. They have a disagreeable odor, are unsightly in appearance, do not produce a good lather and have less value as detergents than soaps made from other oils and fats. Moreover, they are generally made by the semi-boiling method which, at times, fails to insure complete saponification. This process is also open to the objection that any impurities present in olive oil are retained in the finished soap. Olive oil soaps also contain a high proportion of water, the Pharmacopoeia allowing 36 per cent of moisture in the soap in bars and 10 per cent in the powdered soap.

The Pharmacopoeia is the only place where olive soap is given the preference. In all the purchases of soap made by the United States Government, the State and the Municipal governments, except in the cases where the U. S. P. soap is named, the specifications stipulate that the soap shall be a milled soap with 80 per cent tallow and 20 per cent coconut oil as a base. I propose that the Pharmacopoeia shall abandon its antiquated and impracticable

standards and shall recognize the progress that has been made in the manufacture of soap and shall adopt standards in conformity with the best modern practice in soap making. I append a set of specifications for the consideration of the Committee of Revision of the Pharmacopoeia.

Sapo.—A milled soap, made by the settled or grained process, consisting of 80 per cent tallow and 20 per cent coconut oil in conjunction with sodium hydroxide as the saponifying agent. The tallow employed shall be prime tallow with less than 3 per cent free acid, and the coconut oil shall be Cochin grade, water white and under 5 per cent free acid. Said soap shall be of a cream color and comply with the following standards:

Volatile matter at 105° C. shall not exceed 15 per cent.

Free alkali, calculated as NaOH shall not exceed 0.25 per cent.

Alkali, alkaline salts calculated as sodium carbonate (Na_2CO_3), shall not exceed 0.3 per cent. Not more than one-half of the alkali as alkaline salts shall be sodium silicate. (The term "Alkaline Salts" here includes carbonates, borates, and silicates.)

Sulphate, calculated as sodium sulphate (Na_2SO_4), shall not exceed 0.1 per cent.

Chloride calculated as sodium chloride (NaCl) shall not exceed 0.3 per cent.

Matter insoluble in water shall not exceed 0.1 per cent.

Unsaponified saponifiable matter shall not exceed 0.1 per cent.

Rosin, sugar and foreign matter shall not be present.

Titer and acid number of the mixed fatty acids prepared from the soap must be, respectively, not less than 37° and not less than 203 nor more than 212.

The specifications set forth above are those adopted by the U. S. Government and by state and municipal authorities generally. These specifications can be met by all American manufacturers of toilet soaps and the product will prove much more satisfactory for all purposes than the olive oil soap now recognized. The only objections to the change will come from the European manufacturers, the sale of whose soap will be affected. These standards are recognized by the U. S. Government and in the state as well as city specifications generally.

Soap made in compliance with these standards constitute the general methods of all American soap manufacturers of toilet soap. Such soaps are ideal in their composition. They are stable, lather freely in hot or cold water, are readily soluble, mild, emollient and free from deleterious matter.

Soap occurs as a white or whitish solid in the form of bars, hard yet easily cut when fresh, or as a fine yellowish white powder, having a faint peculiar odor, free from rancidity, and a slightly alkaline taste. It is soluble in water or alcohol, dissolving more readily, however, with the aid of heat. Its aqueous solution is alkaline to litmus.

METHODS OF TESTING.

Such a soap as is indicated by the preceding specifications will conform to the requirements formulated by the

*Read before Section on Practical Pharmacy and Dispensing, A. P. A., New York meeting, 1919.

U. S. Bureau of Standards. This Bureau has issued a circular of *Specifications for and Methods of Testing Soaps*. Copies of this pamphlet can be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for five cents each.

II. SAPO MOLLIS—SOFT SOAP.

Soft soap which will meet every requirement of the Pharmacopoeia can be successfully made from the oils of cotton seed, corn, soya bean, peanut and various other vegetable oils and with the substitution of soda for potash.

Sodium soaps, while not as soft nor as soluble as potash soaps, are sufficiently soluble for the uses of the Pharmacopoeia and their detergent and lathering properties are fully as good.

The fifty mils of alcohol, used in the Pharmacopoeia formula, is completely lost as it is volatilized during the process of making.

The method usually pursued for making soft soap is as follows:

The oil to be saponified is run into kettles equipped with agitators and heated to a temperature of 160-170° F. (71-77° C.). The calculated amount of alkali is added to the total amount of water to be used and is now slowly added to the oil and the whole is boiled, with stirring, until saponification is complete. The soap is allowed to cool sufficiently and then run into containers. The same procedure may be followed on a small scale, or the alkali may be stronger and the soap hydrated after saponification; this eliminates the difficulties met with in the pharmacopoeial method.

The method for analysis given by the Pharmacopoeia is inadequate, in fact, a soap made of the above ingredients would conform with the pharmacopoeial requirements.

I propose that the same methods of analysis proposed for soap to be adopted for soft soap with the necessary changes as to moisture, titer, iodine value, acid number, etc.

III. LINIMENTUM SAPONIS—SOAP LINIMENT.

This preparation should be made in accordance with the present formula and method except that the dried soap used can be supplanted by the addition of 120 Gm. of Sapo Mollis.

IV. LINIMENTUM SAPONIS MOLLIS—LINIMENT OF SOFT SOAP.

This should be made by the present method and formula with the substitution of the proposed soft soap.

V. LINIMENTUM CHLOROFORMI—CHLOROFORM LINIMENT.

This should be made by the present formula and method with the substitution of the proposed soap liniment.

VI. LINIMENTUM CALCIS—LIME LINIMENT.

Lime liniment or carron oil is not a true soap as it is an emulsion of oil with water formed by the presence of a small amount of calcium soap. There is no particular advantage in the use of linseed oil, any other oil could be used as well. The medicinal properties of the liniment are due entirely to the bland and emollient character of the product, and any other oil would give the same results.

I would advise the substitution of soya bean oil for linseed oil in this liniment.

VII. LIQUOR CRESOLIS COMPOSITUS—COMPOUND SOLUTION OF CRESOL.

The only use of soap in this preparation is for the purpose of rendering cresol miscible with water. Any soap which accomplishes this purpose can be substituted for the expensive linseed oil, potash soap. The alcohol used in the formula is not necessary and does not serve any useful

purpose. I propose that *Liquor Cresolis Compositus* be made from equal parts by weight of Sapo Mollis and cresol.

Solution of cresol made by this formula mixes clear with water in any proportion. It gives a light colored solution and affords a method of making that should meet with the approval of pharmacists. Cresol is an excellent solvent for soaps and the soft soaps can readily be dissolved in the cresol at a low temperature.

I respectfully suggest that this paper be referred by the Section to the Committee of Revision of the U. S. Pharmacopoeia. I submit samples which may also be turned over to the committee.

Laboratory of the Cincinnati Soap Co., Cincinnati, Ohio.

WARNING ON CASTILE SOAP IMITATIONS

By THEODORE R. LOCKWOOD.

What real pharmacist admiring pure, genuine drugs wants the Standard on Sapo in the U. S. Pharmacopoeia so changed as to allow what is now impure Castile Soap or not Castile Soap at all to be classed as Castile Soap? Who wishes the privilege of using oils and fatty ingredients other than olive oil and why? What are the aims?

An erroneous impression has been given as to the physical properties of what constitutes an ideal U.S.P. Castile Soap. Some one recently described Castile Soap as being neither chemically nor physically adapted for general use, having a disagreeable odor, being unsightly in appearance and not producing a good lather, being of less value as a detergent than soaps made from other oils and fats. The intimation also is given that standard castile soap is not completely saponified and runs high in moisture content.

This description obviously fits a poor soap, a low grade castile soap.

The word "Castile" comes to us from the Spanish "Castilla" meaning in English "Castles" and in the old Province of Castile in the olive country of the world, Sunny Spain, originated a pure olive oil white soap, which soap took its name from the region giving it birth and so the word and name "Castile" cannot rightly be stretched to cover the wishes of some of our manufacturers who produce soaps of various combinations of fatty ingredients and inflict the name "Castile" upon them solely for the purpose of moving their product by giving a false impression it is something it is not. Further, the suggested limitations as to restricting the method of manufacture to "a milled soap, made by settled or grained process" is a simple aim by domestic manufacturers to exclude some foreign castile soaps from the standard. The limitations are uncalled for, unfair and unnecessary.

White Castile Soap is a drug, and as a drug has definite important recognized properties and virtues. A better description of an ideal white castile soap would be a soap made from pure olive oil and sodium hydroxide, carefully and perfectly saponified, resulting in a pure white soap of hard compact grain, without free or unsaponified oil and without free alkali. Its odor is sweet, characteristically pleasant. Such soaps are produced today and marketed in large quantities. When made skillfully such a soap remains sweet and ages without altering in form or color for years. The selection of raw material is important.

The fact remains that as we digress from the narrow

limits of this formula in just proportion do we lose the good properties on which real Castile Soap has built its great and undisputed name and real reputation.

A pure Castile Soap, properly made, lathers entirely satisfactorily. If a consumer wishes a soap of heavy lather, which is first of all an indication of rapid wasting more than anything else—that consumer may buy a soap fitting his tastes; but if the real thing doesn't suit such unusual conditions or the sales success of some soap makers with their product, why change over the U.S.P. to please them?

The physicians of the country regularly prescribe castile soap with the expectation their patients will procure this article the U.S.P. at present describes because such a soap is known to be especially adapted to their purpose in mind.

There is no soap on the market that has withstood the combined attack of live, merchandising soap houses to replace it with the consumer with enormous advertising costs as has real Castile Soap and in the aggregate a huge number of Americans still ask "Have you the pure, genuine Castile Soap?" The deeply set reasoning that causes genuine Castile to hold its own is not based on shallow or narrow tradition, but in the writer's estimation on as logical and well founded virtue as can be found in any soap existing. These are accepted facts among the pharmacists of the country.

Another great phase of the Castile Soap business is in the uses of Castile Soap in countless formulas and preparations for various purposes. Here again a Castile Soap conforming to the U.S.P. as the U.S.P. stands today, has

been found to function perfectly times innumerable, where the efforts of chemists to replace it with a less expensive substitute or imitation have failed constantly.

It is a fact that "White Castile Soap" as the recognized synonym for Sapo, being a regularly listed drug in the Pharmacopoeia, is automatically covered by the Federal Food & Drug Act and numerous state regulations. It is also a fact that the question as to whether any old soap may be sold under the name "Castile" has been under investigation for some months by the Federal Trade Commission.

Obviously the publicity given the above matters places those selling imitations or substitute Castile Soaps in an uncomfortable or awkward position—and rather than desist from imposing the imitation soap upon the public, masquerading under the name "Castile" for the sole purpose of moving the soap from the counters, leading unknowing users to think they are receiving real castile soap—rather than desist from such a practice, some manufacturers have the nerve to try to have the standard set up in the Pharmacopoeia changed so that technically they may escape the odium that naturally comes with a substitute game these days.

If some particular soap made of other ingredients suits anyone better than U.S.P. White Castile Soap there is no reason why the other soap cannot be made and sold, as and for what it really is, in accordance with its merits—but no just opposition can be raised to the present standard nor valid reason for letting down the bars, allowing commercialism to intrude on this professional matter.

MANUAL FOR THE INCREASE OF FAT PRODUCTION*

By Prof. Dr. J. Leimdoerfer

The production of fats is possible in four different ways:

1.—By chemical action on hydrocarbons, into which finally a carboxyl group with a corresponding length of the carbon chain is introduced.

2.—By the catalytic action of yeast cells or general ferments which are capable of building up fatty compounds.

3.—Through the organism of plants which for the greater part lay up fats as a food reserve for the germ.

4.—Through the animal body in which the fats are likewise stored as food reserve, but beside this main purpose also have a secondary importance, being used for padding, the regulation of the heat, etc.

The possibilities mentioned under 1 and 2 would have to be realized directly by methods that would permit the production of any desired quantity of fats in industrial plants, independent from all local conditions, such as the soil, climate, etc.

The possibility of independence from natural factors which often can only be influenced with the greatest difficulties alone is a stimulus for the energetic prosecution of these experiments. The artificial synthesis of the indigo is the best proof for this necessity. However, the indigo is not nearly as important as the artificial, practically utilizable synthesis of fatty acids. Here enormous quantities would have to be reckoned with, the production of which might be impossible even under the most favorable soil and climatic con-

ditions, because the available acreage could hardly supply the ever increasing demand for fats without a serious curtailment of the production of cereals.

The establishment of a special research institute for artificial fats would be of the highest importance. This institute should be devoted exclusively to exhaustive tests of all methods for the artificial production of fatty acids and glycerides. I would like to appeal to all who are interested in this research work to take up this idea, to agitate for it in the organizations and to urge the many thousands of those concerned to give their mite, in order that an institute of this kind may be made possible.

The roads to be traveled in this direction are not wholly unprepared. We can build from the bottom, because the possibility is no longer lacking. It is only necessary to link and enlarge the building material already at hand properly, and if this is done a field of unlimited productive possibilities will be opened sooner or later. Undoubtedly the details of this question are well known to the readers of this publication from the patent literature, and it is, therefore, unnecessary to discuss the various possibilities. So far the practical result is not sufficient to permit utilization on a large scale.

The other two ways for the production of fats are most usual. We use the activity of the vegetable and animal body to obtain the necessary quantities of fat. My object is to define in this article the general conditions which will influence the production favorably,

*From "Seifensieder Zeitung," vol. 46, No. 32, Nov. 18, 1919, Page 735.

and to give to the research work the uniform bearing which it lacked so far.

Our technological text books are mostly of a descriptive nature. They take the given conditions and lead us along the way that has to be passed by the natural product, until it reaches the intended state of concentration or improvement.

A generation ago the natural fat sources were still superabundant, but they became insufficient already a decade ago and notwithstanding the fact that for years a large part of the human race had to reduce its wants in fats and fat products to 1/10 of the normal consumption, the enormous supplies which would result in a natural increase of the importation from foreign countries are nowhere to be found. We are, therefore, facing the imperative necessity of searching for methods which will assure an increase of the fat production.

The production of vegetable oils can be increased in two ways: by the extension of the cultivation of plants rich in oil, and secondly by a rational preparation of their culture.

In regard to the possibilities of new cultivations I reported several years ago. I recommended the utilization of various germs, especially of those of maize and cereals, an increase in the cultivation of pumpkins, poppies and sunflowers, and extensive new cultures of castor-oil and peanut plants. The cultivation of the castor-oil plant I advocated especially, because of the very valuable qualities of this oil. Castor oil is an excellent lubricant and rather stable. It is an important purgative and suitable for the manufacture of many preparations needed in the textile industry. For the soap industry it is an excellent substitute for glue fats. It can be hydrogenated into very hard products with a high melting point, and is also of importance as a substitute for wax.

The cultivation of peanuts has the advantage that it furnishes a number of by-products which are bound to play an important part in the general nutrition.

The selection of other valuable plants is the task of special experts, who also would have to give their opinions in regard to the cultivation. I do not feel called upon to make suggestions in this respect.

The second condition to be fulfilled is to obtain the greatest yield from the smallest area, and to reduce the dependence upon the natural soil conditions to the possible minimum. The highest yield is, of course, principally made possible by careful selection and proper cultivation of seeds, assuring healthy, vigorous and richly bearing plants. This part is now simply a function of the work, care and conscientiousness practiced in all acclimatization institutes. No difficulties have to be feared as far as this factor is concerned.

The possibility of a continual cultivation with a constant yield in plants and seeds is dependent upon the regeneration of the condition of the soil.

In the course of his examinations of vegetable ashes Liebig found that these ashes are of an approximately homogeneous composition, that their constituents come from the soil, are taken from the latter and not returned in the necessary measure, if the culture is continued without interruption. These salts, it is true, are always supplied to the soil, but their transformation into a form in which they can be as-

simulated by the plant is a question of time. Under forced cultivation this process cannot keep step with the abstraction of the salts from the soil.

Artificial fertilizing is the introduction of resorbable salts for the plant. This means a shortening of the period of production and the possibility of rich harvests following each other continually. In addition to this the growth of the plants may be accelerated by a proper solution of the irrigation question. Thus a number of conditions for the production of fats with the aid of plants is placed into our hands, and this means possibilities of great, decisive importance.

However, all questions concerning the increase of the agricultural production have not yet been considered. It may also be necessary to direct the heat of the soil and the photo-chemical action of the light on parts of the plants in a manner which assures an increased growth, and in this special case the formation of a larger number of seeds.

While the plant extracts from the soil the salts needed to build up its skeleton, and also nitrogen for its nitrogen compounds, it takes from the air the elements of carbon and oxygen, so as to be able to build up starch. The construction of the plant, therefore, is based at least partly on very simple combinations, which are developed into more complicated units of the organic compounds by the biochemical energies of the plant.

The task of the vegetable body is in the main constructively synthetic. The vegetable body forms a colloid capillary motor which comprises all the faculties of a power engine and a working machine. It is able to carry out all of those processes which we, imitating nature, could only bring about by a division of the various phases of the work, and which in a factory would have to be divided into at least two parts, the power and the utilization plants. In some cases groups of various sizes would even be necessary.

This combination of the biomotorical construction of the plant promotes the working conditions of its mechanism in an astonishing manner. Reactions requiring enormous gradients of temperature in the laboratory of the chemist proceed easily and without any great change of temperature in the body of the plant. The greater part of the energy of the rays of the sun is distributed over large surfaces, and the energy thus stored up brings about those chemical processes which, through concentration of individual constituents on common contact surfaces, ultimately build up the compounds necessary for the growth of the plant, or the generation of descendants.

The colloidal surfaces therefore are the determining causes of the effects which have to be considered as the biological growth of the plants.

(To be continued)

Vegetable-Oil Industry at Harbin, China.

There are 25 vegetable-oil mills in the vicinity of Harbin which consume annually about 250,000 long tons of the estimated 800,000 tons of soya beans produced in the Harbin consular district and make 20,000 long tons of oil. The rest of the bean output is exported through the firms regularly engaged in export trade. There are no refineries in the district, but it is possible that one may be erected in the near future. The production of hemp seed approximates 20,000 long tons annually, very little of which is crushed in the local mills.

FEBRUARY SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in February, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria, \$..... (\$35); Azores and Madeira Islands, \$512, (\$214); Belgium, \$16,647, (\$212,758); Denmark, \$5,244, (\$36,568); Finland, \$8, (\$770); France, \$395, (\$71,426); Germany, \$597, (\$401); Gibraltar, \$3,946, (\$.....); Greece, \$3,892, (\$822); Hungary, \$..... (\$8); Italy, \$29, (\$43,371); Netherlands, \$2,351, (\$55,456); Norway, \$21,784, (\$6,262); Poland and Danzig, \$..... (\$36); Portugal, \$25, (\$42); Roumania, \$500, (\$1,164); Spain, \$5,482, (\$8,127); Sweden, \$2,783, (\$12,496); Switzerland, \$4,738, (\$40); Turkey in Europe, \$4,709, (\$12,074); England, \$24,555, (\$61,954); Scotland, \$..... (\$1,720); Yugoslavia, Albania & Fiume, \$..... (\$42,000); Bermuda, \$623, (\$1,556); British Honduras, \$275, (\$2,081); Canada, \$30,904, (\$92,825); Costa Rica, \$2,767, (\$804); Guatemala, \$6,492, (\$1,809); Honduras, \$1,211, (\$6,922); Nicaragua, \$3,083, (\$3,497); Panama, \$5,322, (\$28,250); Salvador, \$702, (\$147); Mexico, \$14,256, (\$314,543); Newfoundland and Labrador, \$730, (\$723); Barbados, \$398, (\$53); Jamaica, \$3,414, (\$.....); Trinidad and Tobago, \$902, (\$302); Other British West Indies, \$877, (\$2,216); Cuba, \$28,306, (\$117,216); Danish West Indies, \$411, (\$1,454); Dutch West Indies, \$2,699, \$122; French West Indies, \$145, (\$5,889); Haiti, \$3,673, (\$113,390); Dominican Republic, \$5,877, (\$31,708); Argentina, \$20,333, (\$15,994); Bolivia, \$1,653, (\$.....); Brazil, \$16,177, (\$2,884); Chile, \$10,338, (\$5,064); Colombia, \$5,718, (\$2,003); Ecuador, \$3,626, (\$3,177); British Guiana, \$285, (\$1,085); Dutch Guiana, \$572, (\$905); French Guiana, \$52, (\$190); Paraguay, \$1,150, (\$.....); Peru, \$22,543, (\$343); Uruguay, \$1,125, (\$1,463); Venezuela, \$10,750, (\$93); Aden, \$44, (\$.....); China, \$3,855, (\$3,960); Chosen, \$..... (\$85); British India, \$35,833, (\$1,528); Straits Settlements, \$2,591, (\$.....); Other British East Indies, \$1,794, (\$.....); Dutch East Indies, \$9,230, (\$209); French East Indies, \$462, (\$.....); Portuguese East Indies, \$95, (\$.....); Hongkong, \$1,421, (\$268); Japan, \$158, (\$532); Persia, \$287, (\$.....); Russia in Asia, \$12,171, (\$429); Siam, \$74, (\$.....); Turkey in Asia, \$147, (\$900); Australia, \$8,343, (\$741); New Zealand, \$6,680, (\$2,739); Other British Oceania, \$..... (\$140); French Oceania, \$935, (\$60); Other Oceania, \$32, (\$.....); Philippine Islands, \$8,570, (\$597); British West Africa, \$758, (\$30); British South Africa, \$4,925, (\$4,830); British East Africa, \$110, (\$.....); Canary Islands, \$2,415, (\$2,244); French Africa, \$34, (\$.....); Kamerun, etc., \$67, (\$.....); Liberia, \$139, (\$626); Portuguese Africa, \$222, (\$3,200); Egypt, \$17,021, (\$286); Total, 423,999, (\$1,349,856).

Ohio Judge Holds Soap Is Not a Cosmetic

Holding that soap is not a cosmetic, Judge Yeatman in Cincinnati dismissed the case against D. C. Keller, president of the Dow Drug Co., arrested on a warrant charging him with having sold castile soap, alleged to have been misbranded under the pure food and drugs act. Attorneys for the company filed a demurrer contending that soap is not a cosmetic, but a cleansing commodity. The attorney for the company stated that "cosmetics are used principally by chorus girls and others who may wish to beautify their appearance or supply that with which nature has failed to endow them."

Exports of Soap Stocks and Greases

During February the exports of soap stocks and other greases from New York were as follows: To Denmark, \$53; France, \$2,650; Italy, \$62,280; Netherlands, \$69,000; Sweden, \$71; England, \$54,090; Panama, \$374; Salvador, \$1,070; Barbados, \$152; Cuba, \$16,137; Danish West Indies, \$389; French West Indies, \$5; Argentine, \$2,371; Bolivia, \$66; Brazil, \$471; Chili, \$3,335; Peru, \$435; Turkey in Asia, \$1,000; Australia, \$190; New Zealand, \$265; Egypt, \$33. Total, \$214,437.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

have become more pronounced but for the paralysis of business by the strike. The break in Japan had been anticipated for some time and now that it has come and the worst is over the feeling of relief consequent upon that knowledge has naturally caused a revulsion for the preceding extreme depression. It is essential for the perpetuation of the improvement that there should be a corresponding increase of demand for the oils, but for the present at least that does not appear to be in sight. The further recovery of sterling exchange in the last month and its apparent steadiness have been factors tending to strengthen the situation, though they have been more sentimental than practical. The fact remains that few European buyers can command the means which would enable them to purchase oils in this market, a fact that is made more plainly evident by their failure to avail themselves of opportunity afforded by the recent sharp declines in prices here. Those who might buy are evidently not satisfied with such improvement in the purchasing capacity of their own currency as has occurred through the rise in exchange and moreover appear to be afraid of the exchange situation as it now stands. In fact conditions on the whole are making for instability of market values, especially as lard and cottonseed oil which are the barometers of the trade continue to show daily more or less wide fluctuations.

INDUSTRIAL CHEMICALS.

The outstanding feature in the market for industrial chemicals is the acute scarcity of goods available for delivery with reasonable promptness. This condition has been aggravated by the walkout of railroad workers at the instance of the radical element, causing a paralysis of transportation service of almost the entire country for a period of two weeks, when the demand for such service was at or approaching its greatest volume. Although the strike is proving to be a failure, its effects will linger and many weeks must pass before rail traffic can be brought back to the normal. But something more than undisturbed means of transportation is required to insure an adequate supply of chemicals, and that is increased production, the immediate outlook for which is not promising.

The shortage is more pronounced in the alkali and potash groups than in others for the reason that production of these basic materials of so many vital industries, has been since 1914 below the world's requirements, for the obvious reason that the war, beside absorbing immense quantities for its prosecution, by conscripting labor of the large producing countries reduced their output to inadequacy. The United States, less affected industrially by the war than any of the other countries involved, has been called upon to supply the deficiencies of production in the old world, even Great Britain, one of the largest, if not the largest, producers of alkali products, and Japan which has made rapid strides in the same direction, drawing heavily upon us to compensate for their own diminished production. The immense hole in stocks of the raw materials that had to be filled here before the reconstruction of our own industries could be successfully prosecuted would perhaps have taken all that the American manufacturers could produce for a long time to come, but the temptation presented by the big prices needy foreign consumers were ready and eager to pay has diverted such a heavy percentage of our output that home consumption has been at the best but poorly served. American manufacturers have contracted their output so far ahead that most of them are not in a position to book business until late in the year and some will be out of the market for an even longer period. Second hands, therefore are in a position to exact "all that the traffic will bear" with respect to prices, and the indications are that the record high levels reached in 1916 during the period of wild speculation induced by the war, will be surpassed. Already such extreme prices as then prevailed are being almost equalled in the anxiety of both home and foreign buyers to cover urgent needs out of the meager available supply.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

Owing to the upset shipping conditions, due in a way to the railroad strike, soap makers refrained from accumulating further supplies of Tallow. Since they were unable to ship their manufactured soap, they were not anxious to buy any raw material.

Market values have therefore remained practically stationary—though, of course, unsettled—during the past three weeks; with New York City Special Tallow at present quotable at 14½¢ in drums.

Last week a sharp upturn in lard and cottonseed oil prices added to the possibility—or likelihood—of a firmer tendency for tallows and greases. But, these markets were so to speak, frost-bitten; and the budding bullishness has disappeared.

With interest rates going higher, and the outlook that cheap money is a long way off, it would follow that commodities in general, as well as fats and oils, are not likely to mount to new record prices during the summer; or during the present year.

On the other hand, it is inadvisable to look forward to any decided break in prices, because the general purchasing power of the dollar is still at practically its lowest point, and likely to remain there for a good many months to come. It seems probable, too, that politics will affect business even more unfavorably than usual, this year.

TOBIAS T. PERGAMENT.

April 20, 1920.

GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

During the last month, since our letter of March 16, the market for Chemically Pure Glycerine, in bulk, has remained at about the same figure, of 23¼¢ per lb., with some sales, recently, at 23½¢. During the early part of April, however, in the Middle West, 23¢ and even lower was reported as having been named, without sales. The market was strong, during the latter part of last week, owing to the freight embargo, caused by the labor troubles, which resulted in spot goods being taken at a premium, by consumers, in the vicinity. It is reported that another 5,000 tons of British stocks of Dynamite Glycerine have been sold, for American consumption, but the Powder manufacturers, here, assert that they were not the principals in this transaction. There is evidently going to be a demand, pending the receipt of the 5,000 tons purchased, but there should be arrivals by the latter part of April, of sufficient size to supply pressing necessities. Apparently the Chemically Pure demand is expected to be maintained, and perhaps extend, and there is doubt as to whether the production of Crude will be sufficient to take care of it. City Special Tallow advanced 1¢ per lb., to 15½¢, but has been easier, during the last two weeks, and sold at 14½¢, and while the tendency is firm, there has been no activity. Fats and Oils are easier, with very little doing.

April 20, 1920.

VEGETABLE OILS.

Dominated by speculative influences market values of those oils included among the raw materials for soap-making have moved erratically during the interval since the situation was last reviewed in these columns, the general trend being toward lower levels. The "outlaw" railroad strike by almost complete interruption of business, did much to accentuate the weakness, but its chief cause was the break in the attempted corner in Soya bean and peanut oils by speculators in Japan, one of the effects of which was the failure of five Japanese banks. Naturally the American market always acutely sensitive to adverse conditions reacted to the Japanese fiasco prices declining sharply. Of late there has been a tendency toward recovery that might

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special, 14½¢. Edible, New York, 16-16½¢. Prime Packers, Chicago, 15¼-15½¢. Edible, Chicago, 16¢. Yellow grease, New York, 13½-13¾¢. Brown grease, New York, 12½-13¢. Yellow grease, Chicago, 13¼-14¢. Brown grease, Chicago, 12½-13¼¢.

Rosin—Savannah, April 21.

Common to good	\$15.75-	K	18.00-
D and E	17.50-18.00	M	18.25-
F	17.50-18.00	N	18.40-
G	17.50-18.00	W. G.	18.50-
H	17.50-18.00	W. W.	18.75-
I	\$17.50-18.00		

Starch, Pearl, per 100 lbs.	\$4.97@ 5.29
Starch, powdered, per 100 lbs.	5.12@ 5.44
Stearic acid, single pressed, per lb.	26½¢
Stearic acid, double pressed, per lb.	27½¢
Stearic acid, triple pressed, per lb.	30½¢
Glycerine, C. P., per lb.	23 @ 23½¢
Glycerine, dynamite, per lb.	23¢
Soap lye, crude, 80 per cent loose, per lb.	14¾@15¢
Soap lye, saponification, 80 per cent loose, per lb.	16 @16¼¢

Oils.

Cocoonut, edible, per lb.	19½¢@20¢
Cocoonut, Cochin, E. L., per lb.	nominal
Cocoonut, Cochin, Dom., per lb.	20¢
Cocoonut, Ceylon, Dom., per lb.	18 @18½¢
Palm, Lagos, per lb.	15¾@16¢
Palm, Niger, per lb.	14½@14¾¢
Palm, Liberian, per lb.	14 @14½¢
Palm, Kernel, per lb., nominal	19 @30¢
Cotton, crude, per lb., f. o. b. mill.	16¢
Cotton, refined, per lb. New York	18½@19¢
Soya Bean, per lb.	19¾¢
Corn, crude, per gal.	17 @17½¢
Corn, refined, per gal.	\$2.00@ 2.25
Castor, No. 1, per lb.	19¢
Castor, No. 3, per lb.	17¾¢
Peanut, crude, per lb.	21 @21½¢
Peanut, refined, per lb.	23 @24¢
Olive, denatured, per gal.	\$3.00
Olive, Foots, prime green, per lb.	20 @22¢

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.	\$7.00@ 7.50
Soda Ash, 58 per cent, per 100 lbs.	\$3.50@ 3.60
Potash, Caustic, 88@92 per cent, per lb. f. o. b. Works	30 @31¢
Potash, Caustic, 70@75 per cent, f. o. b. Works, per lb.	24 @26¢
Potash, Carbonate, 80@85 per cent, per lb., New York	31 @32¢
Salt, common, fine, per 100 lbs.	\$1.55@ 1.60
Sulphuric Acid, 60° per cent, per ton.	\$19.00@21.00
Sulphuric Acid, 66° per cent, per ton.	24.44@25.00
Borax, crystals, per lb.	8¼@ 8½¢
Borax, granular, per lb.	8¼@ 8½¢
Zinc Oxide, American, per lb.	9½@10¢

"Made in America from American Raw Materials"

THE ESSENTIAL OIL SPECIALTIES CO.

INCORPORATED

GRASSLAND, DELAWARE CO., PA., U. S. A. (Near Philadelphia)

TERPINEOL

STRICTLY HIGH GRADE
CHEMICALLY PURE
WATER FREE

When
You
think of
TERPINEOL
think of:

TEOSCO
TERPINEOL

"TEOSCO SERVICE"
Uniform Quality and
Prompt Shipment

Foreign
Correspondence
Solicited Direct

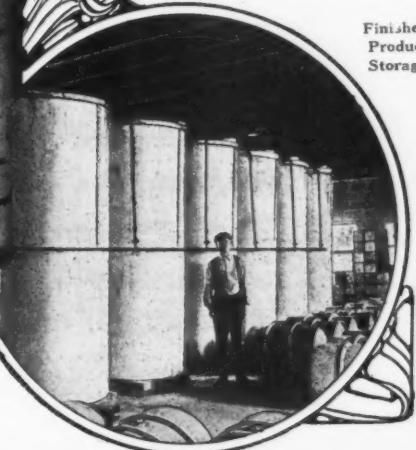
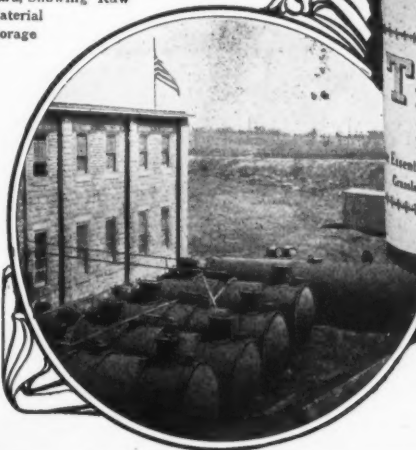
Part of Factory and
Yard, Showing Raw
Material
Storage

When
you wish
to order
TERPINEOL
order

TEOSCO
TERPINEOL

Sample of our improved
quality, noted for its fra-
grant and mild odor,
cheerfully sent upon re-
quest.

Finished
Product
Storage



ues of
soap-
ance the
general
ailroad
d much
e break
oils by
was the
merican
ons re-
ly. Of
t might

York,
Edible,
-13 1/4c.
e, Chi-
e.

00-
25-
40-
50-
75-

@ 5.29
@ 5.44
26 1/2c.
27 1/2c.
30 1/2c.
@ 23 1/2c.
23c.
@ 15c.

@ 16 1/4c.

@ 20c.
nominal
20c.
@ 18 1/2c.
@ 16c.
@ 14 1/4c.
@ 14 1/2c.
@ 30c.
16c.
@ 19c.
19 1/4c.
@ 17 1/2c.
@ 2.25
19c.
17 1/4c.
@ 21 1/2c.
@ 24c.
\$3.00
@ 22c.

@ 7.50
@ 3.60

@ 31c.

@ 26c.

@ 32c.
@ 1.60
@ 21.00
44 @ 25.00
@ 8 1/4c.
@ 8 1/2c.
@ 10c.

FLORASYNTH LABORATORIES, Inc.

EXECUTIVE OFFICE
15 BEEKMAN ST.
NEW YORK CITY

WORKS
UNIONPORT
NEW YORK

BRANCH OFFICE
105 N. CLARK ST.
CHICAGO

ISO BUTYL PHENYL
ACETATE
NEW ESTER OF JACINTH-
ROSE CHARACTER, FOR
ORIENTAL BOUQUETS &
MODERN CREATIONS

BENZYL BENZOATE
FOR
MEDICINAL
AND
PERFUMERY PURPOSES
ODORLESS COLORLESS

OUR SPECIALTIES

ANISIC ALDEHYDE PURE

CINNAMIC ALCOHOL

CYCLAMIC ALDEHYDE

GERANIOL PURE

HELIOTROPINE C. P.

ISO EUGENOL PURE

METHYL ANTRANILATE PURE

RHODINOL PURE

RESINOL OAK MOSS
(MOUSSE DE CHENE)

ISO BUTYL INDOL

A Powerful Organic Product
WILL NOT DISCOLOR

ISO BUTYL BENZOATE
AND
ISO BUTYL SALICYLATE
NEW ESTERS FOR MODERN
CREATIONS, TREFLE &
ORIENTAL BOUQUETS



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

IMPORTERS—MANUFACTURERS—EXPORTERS





What does Your Bottle Suggest?

DOES your bottle have an appearance suggestive of individuality?

Does it, in combination with your labels and cartons, convey to the mind of the buyer an idea of the super-quality of its contents?

If your bottle falls short in these requirements, it fails to meet the needs of your business.

Owens Bottles, by reason of their superior style and luster, do suggest a high quality for the contents.

Let us assist you in your bottle problems. We will cheerfully submit samples with quotations on request. Write to-day.

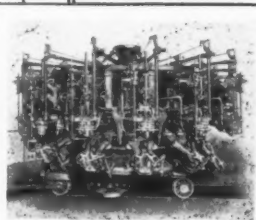
THE OWENS BOTTLE COMPANY, TOLEDO, OHIO

Largest Manufacturers of Bottles in the World

BRANCH OFFICES:

New York: 128 Broadway. Boston: 89 State Street. Baltimore: Bromo Tower Bldg.
Philadelphia: 1065 Drexel Bldg. Chicago: 1332 Conway Bldg.
Memphis: 440 N. Main St. St. Louis: 402 Pierce Bldg.
New Orleans: 411 Wells-Fargo Bldg.
Minneapolis: 244 Plymouth Bldg.
San Francisco: 1 Drumm St.
Cincinnati Dallas Atlanta

Owens
BOTTLES



The Owens Bottle Machine

Built, Patented and Perfected by The Owens Bottle Company. This wonderful machine, nearly human, is manufacturing the best bottles ever produced—each bottle being correct as to weight, capacity and corkage, with a maximum of strength.

OAK MOSS

A Very Fine Product of Great Strength.
SAMPLES ON REQUEST.

ELIJAH BRAUER & CO.

48 PATERSON ST. JERSEY CITY, N.J.

PERFUMERS' RAW MATERIALS,
ESSENTIAL OILS, CHEMICALS.

Synthetic Aromatics Made in America

BENZYL ACETATE

REALLY GOOD QUALITY.

UNIFORM DELIVERIES.

Methyl Anthranilate

PURE WHITE.

FREE FROM ANILINE ODOR.

BENZYL BENZOATE

GUARANTEED FREE FROM CHLORINE.

BENZYL ALCOHOL

FREE FROM BY-ODORS

Phenyl Acetaldehyde

CLEAR WHITE.

FREE FROM BROMSTYROL.

VAN DYK & CO.

Inc. 1904

4-6 PLATT ST.

-

NEW YORK



UNDER
YOUR
OWN
LABEL

THIS OR ANY OTHER PRODUCT
of our ample line of high grade Toilet Preparations. A
product that is made by our improved process—will never
turn gray. All samples on request.
We make **Rouge and Powder Compacts**, in bulk or in
any of the latest style boxes; Lip Rouge, Eye Brow
Pencils, etc., in fact, We specialize in Specialties.

TRECE LABORATORIES, INC.

Willis Ave. at East 134th Street, New York City

J. MÉRO & BOYVEAU

Established 1832

GRASSE, FRANCE

We Offer for Prompt Shipment Ex Spot Stocks

Oil Sandalwood East Indian, U. S. P.

Jasmin Absolute

Orange Absolute

Jonquille Absolute

Violet Absolute

Rose Absolute

Oil Ylang Ylang, Bourbon, Extra Purified.

Oil Neroly Petale, Genuine Distillate.

Oil Bourbon Geranium.

Oil Orris Concrete

Methyl Acetophenone, Imported.

Heliotropine Crystals.

Iso Eugenol.

YOUR INQUIRIES ARE INVITED

Sole American and Canadian Agents

DELPHI PRODUCTS, Inc.

99-101 BEEKMAN ST., NEW YORK





If you are interested in

**Artificial
Flower
Oils**

**Synthetic
Aromatic
Chemicals**

and

ESSENTIAL OILS

Ask at once for
Our new Price List

CHEMICAL WORKS BRUGG

LTD.

BRUGG, SWITZERLAND

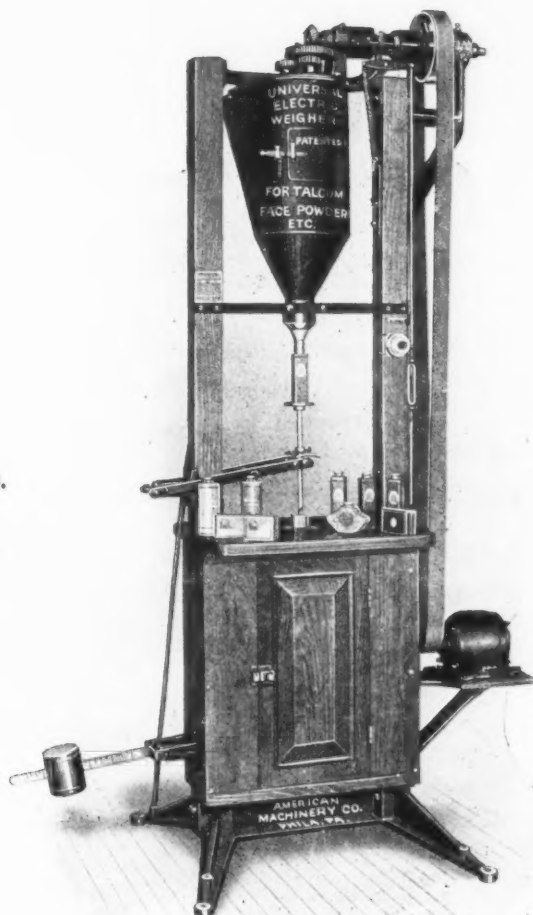
Sole Agent for U. S. A.

JACOB HARRIS

50 BROAD STREET

NEW YORK

Universal Electric Filler and Weigher For Talcum and Face Powder



Reference:
Henry Tetlow Co.
Phila., Pa.
Repeat Order

HANDLES
ANY
CONTAINER

The ideal filler for a medium sized plant.
Capacity 10,000 per day with ONE girl.
All sensitive working parts in dust-proof cabinet.

For motor or belt drive.
Floor space 3 ft. x 3 ft. Height 7 ft.
Built to stand heavy constant duty.

AMERICAN MACHINERY COMPANY, Inc.
330-342 N. 12th Street, Philadelphia, Pa.












Eastern Representative, B. F. Adams, 141 West 36th St., New York, N. Y.

THE NEW WAY CLIPS

Collapsible Tube Clips

The Clip that Does Not Cut the Tube

Standard Sizes
No. of Clip Diam. of Tube

0		$\frac{3}{8}$
1		$\frac{1}{2}$
2		$\frac{5}{8}$
3		$\frac{3}{4}$
3A		$\frac{7}{8}$
4		1
4A		$1\frac{1}{8}$
5		$1\frac{1}{4}$
6		$1\frac{1}{2}$
7		$1\frac{3}{4}$
8		2

Use Clip Numbers when Ordering

From 0 to 5 Carried in Stock; 6, 7, 8 to Order

Other Sizes Furnished to Order



With an inside corrugation which absolutely prevents leakage

Hand Crimper



No. 1

Will Crimp Clips from the smallest to 2 inches

Tension Adjustable

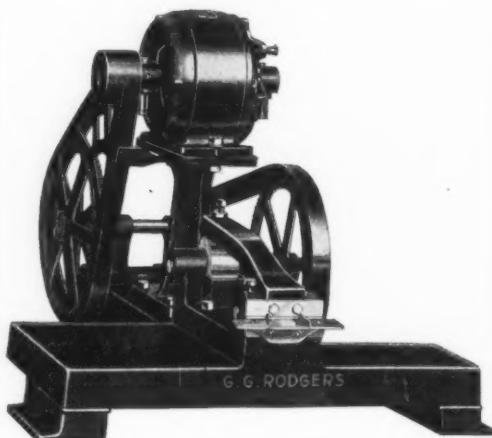
Bench Space 5 x 15 Inches Shipping Weight 25 Lbs.

MANUFACTURED BY

GEORGE G. RODGERS

SPRINGFIELD, OHIO, U. S. A.

Power Bench Crimping Machines



No. 4

For Collapsible Tubes

Electric Drive

Bench Space 23 x 26 Inches

Power Double Crimper

BOX TYPE



No. 5

For Collapsible Tubes

Electric Drive

Height 31 Inches

Floor Space 24 x 36 Inches

P

F

TUBEROSE

SYNTHETIC

A Splendid Reproduction

Ask for Samples

AND

LILY OF THE VALLEY

Pre-War Quality

Polak's Frutal Works

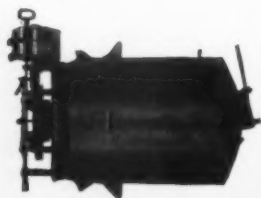
Amersfoort, Holland

Essential Oils, Synthetics

W

Address all inquiries to 87 Fulton Street, New York

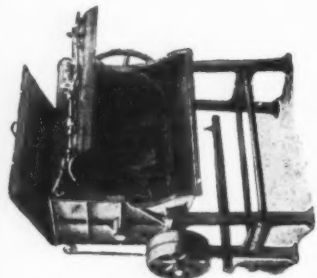
A



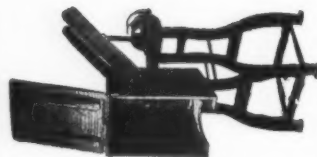
PERFECTION Crutcher.



HORIZONTAL Crutcher.



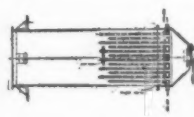
IDEAL Amalgamator.



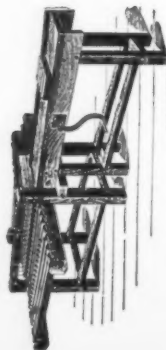
Soap Chipper.



STANDARD Soap Frame.



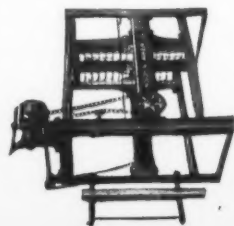
ACME Remelter.



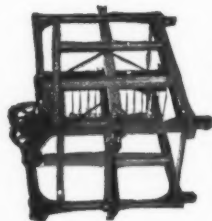
DOUBLE RACK Cutter.



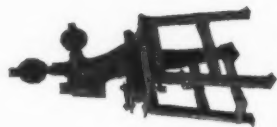
AIKEN Power Cutter.



AIKEN Power Slabber.



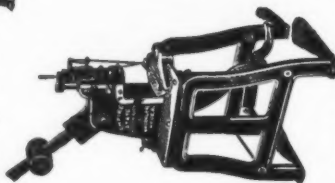
CHAMPION Slabber.



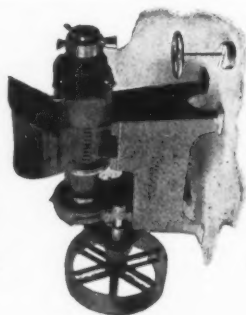
No. 4 Soap Press.



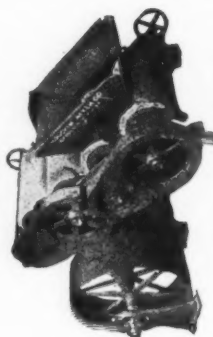
Soap Dies.



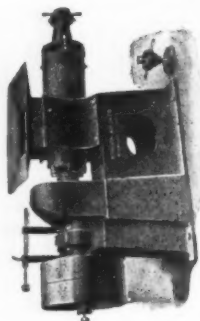
EMPIRE STATE Soap Press.



4, 6, 8, and 10-Inch Screw Soap Plodder.



2, 3, and 4-Roll Soap Mills.



TYPE "P" Plodder.

HOUCHIN-AIKEN CO.

INCORPORATED
ENGINEERS AND MACHINISTS

SOAP MACHINERY

Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chipppers, Mills, Plodders, Soap Dies, Perfume Mixers

GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled

115 to 121 Fifty-third Street

BROOKLYN, N. Y.

Aluminum

vs.

Opal Glass Cream Jars



Full Size—2½ Oz. Capacity
Also Furnished 3½ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



Metal Compact Boxes

Single or Double

Hinged or Slip Cover
Gilt, Nickel or Gold-Plated

Lip-Stick and Eye-Brow Tubes

Aluminum Caps

Write us regarding any special or stock design and prices.

H. L. HEITER

Specialist and Originator of Metal Boxes for Compacts

200 Fifth Ave.

New York

Tel. Gramercy 3221

The only perfumes entitled to be called

FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

UNITED STATES DISTRICT COURT,
SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,
Plaintiff,
—against—
FREDERICK K. SMITH, doing business
as MIRO-DENA,
Defendant.

F 17-140

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was

ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

Filed April 7, 1920.

PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

New York

*There are many petroleum jellies
but only one VASELINE.*

*There are many styles of cameras
but only one KODAK.*

*There are many hair tinting prepara-
tions but there is only one genuine*

M A S C A R O

which is manufactured by Panafieu Pere et Fils,
42 Rue de Chabrol, Paris, France. MAS-
CARO is the trade mark and exclusive property
of Panafieu Pere et Fils as applied to a hair-
tinting preparation, or hair dye, and no other
concern is licensed or authorized to apply the
name MASCARO to any preparation manu-
factured by it. Any further infringement of this
trade mark will be promptly prosecuted.

PARK & TILFORD

Sole Agents for the United States,
New York City

NOTICE!

Our Government Rewards Originality

YOU are hereby notified that the United States Government has protected La Meda Cold Creamed Powder with a broad, Basic Patent, No. 1,332,190 covering both the idea of combining a face cream and face powder and also the process of manufacturing it.

In view of this exceptional official recognition and endorsement in the cosmetic field of La Meda's originality and merit, it is our sincere duty to protect the drug trade and consuming public in every possible way.

Cold Creamed Powder is the most important advance in the method of applying cosmetics since greaseless creams were first introduced. It is an entirely new product in the toilet goods field, as clear and distinctive in character as massage cream, cold cream or vanishing cream.

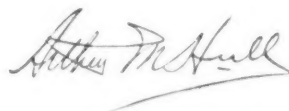
In view of the above mentioned patent, La Meda Cold Creamed Powder is the only toilet preparation containing face cream and face powder that can be made or sold in the United States during the next seventeen years, except by special license from us.

Similar Patents are also pending in a large number of foreign countries.

La Meda Cold Creamed Powder is a new idea, scientifically correct, that is literally taking the ladies by storm. Something women have wanted for years. The most logical, sensible and beneficial way of applying face powder to the skin. Stays on. Defies heat, cold, rain, wind or even perspiration. There is no substitute for it!

Write for any desired information. Your favors will always receive our very careful and prompt attention.

Most sincerely yours,
LA MEDA MFG. COMPANY.



President

La Meda

103 E. Garfield Blvd.
Chicago, U. S. A.

GENUINE FRENCH FILTER PAPER

ROUND AND SQUARE

FLAT AND PLAITED

ALL SIZES



PURE RAG BASE

FREE FROM CHEMICALS

Always in Stock

WOOL and DOWN PUFFS

Vanity and Serviettes Styles

ALL SIZES

Made in France

SYNTHETIC PERFUMIC MATERIALS

PHENYLETHYL ALCOHOL
PHENYLETHYL ACETATE
BENZYL ACETATE
METHYL HEPTINE CARBONATE

JASMIN
FOUGERE F.
OEILLET
MUGUET FLEUR

HENRY KAYSER & FILS, Inc.

MARCEL SCHMITT, Mgr.

41 Union Square

NEW YORK

NADAL & DESPARMET

NANTERRE (Seine)

FRANCE

100% PURE PERFUMERY SYNTHETICS

BENZYL ACETATE

TILLEUL

Best base for Lily of the Valley.

GERANIOL

Absolutely free from citronella odor.

VERT VIOLETTE

Methyl Heptine Carbonate.

VIOLETTE BLANCHE

DECYLIC ETHER

Neutral solvent, no color, free of alcohol and aldehyde decylic.

CYCLOSOL

FLAVOR SPECIALTIES:

FRAISE SYNTHETIQUE, PURE

(Very fine strawberry)

PECHE SYNTHETIQUE, 100%

(Very fine peach)

SOLE U. S. AND CANADA AGENTS

NATIONAL GUM & MICA COMPANY

59th ST. and 11th AVE.

NEW YORK CITY

Compagnie Parento

LILAS DE GRASSE

True Base for Lilac
Compositions.

LILY FLEUR

True Character of the
Natural Flower.

LILAS PARENTO

Pre-War Quality

LILY N.

Base for Lily of the Valley

Samples and Particulars Upon Request

Compagnie Parento

537 S. Dearborn Street
Chicago

Trade-Mark and Business

For Sale

Toilet specialty used by both sexes and all ages; small but steady sale; distribution in eleven Eastern States equal to 100% for all advertising purposes; actual distribution 75%.

Considered the most meritorious article in a field whose use is increasing more rapidly than any other in the drug store line. Dealer good will. Valuable foreign agencies. Sold direct to larger dealers, and through jobbers. Handled by every jobber, every department store and every fair-sized drug store in above territory.

Unlimited national and universal possibilities. Man with capital, influential connections or resourcefulness can quickly work it up to a very big sale. The field is there; the ground is laid.

For further details address as below giving your correct name and identity in confidence.

TRADE-MARK

Post Office Box 372, City Hall Station
New York, N. Y.

No Brokers.

OTTO of Rose

M. Kiriloff
SOFIA, BULGARIA.

LIKE AN OLD FRIEND:

It can be relied upon
When others disappoint


CHARLES V. SPARHAWK
DRUGS, ESSENTIAL OILS
AND CHEMICALS
NEW YORK CITY
NEW YORK



NON-METALLIC COLLAPSIBLE TUBES

Plain and Decorated—Transparent and Colored

NON-BREAKABLE

Most Sanitary and Attractive Container for

Cold Creams

Tooth Paste

Ointments

Prophylactics

Shaving Creams

Flavoring Extracts

Paints and Inks

We manufacture a special DOUBLE TURN aluminum clip for use with our tube which makes the closing absolutely perfect.

HYGIENIC TUBE COMPANY

88 McWhorter Street

NEWARK, N. J.

AN ATTRACTIVELY DRESSED WOMAN
COMMANDS ATTENTION
THE SAME IS TRUE FOR A TOILET PREPARATION
OUR LINE OF STOCK LABELS
WILL SELL YOUR GOODS.
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO
WE MAKE MANY SPECIAL LABELS AND WILL GLADLY SUBMIT SKETCHES & PRICES

THE JARDEN LITHO. CO.
310-316 N. 11TH ST. PHILA., PA.



PFALTZ & BAUER

INC.

300 PEARL STREET
NEW YORK CITY

IMPORTERS



EXPORTERS

ESSENTIAL OILS

CHEMICALS

SYNTHETIC AROMATIC

PERFUMERS' SUPPLIES

BENZYL ACETATE

Sole Agents For

LA ZAGARA

Reggio - Italy

DISTILLERS OF

PETITGRAIN
ORANGE

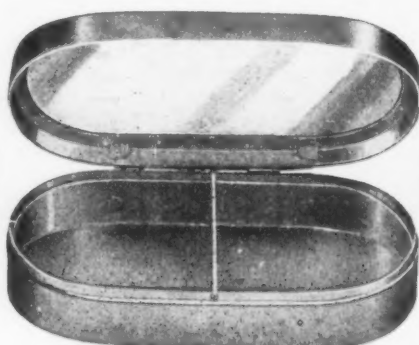
BERGAMOT

LEMON
NEROLI

Our Service at Your Service



OVAL COMPACT



DOUBLE COMPACT WITH MIRROR



OCTAGON COMPACT

POWDER AND ROUGE BOXES

Slip Cover and Hinged
With and Without Mirrors
All Shapes, Finishes and Colors
Stock and Special Designs

Write for Prices

E. LOESSER MILLS, Inc.

142 Pine Street

Montclair, N. J.

Makers of Metal Novelties



WE SELL DIRECT,
NOT THRO' AGENTS







R.M. KRAUSE
LABELS & SEALS
230 W. 17TH ST. N.Y.

CHICAGO BRANCH
322 W. WASHINGTON ST.

BROOKLYN BRANCH
129 STANHOPE ST.

JOHN D. LAWSON & COMPANY

INCORPORATED

14 CLIFF STREET, NEW YORK

PHENYL ETHYL ALCOHOL

GERANIOL C. P.

MUSK XYLOL CRYSTALS 100%

BENZYL BENZOATE

Owing to market fluctuations, we can quote only on specific inquiries.
See our last month's advertisement for other products

CHRISTO CHRISTOFF

KAZANLIK, BULGARIA

Manufacturer of the Finest Grade Otto of Rose



Christoff's Otto of Rose

We have ready for delivery many other well-known brands of Bulgarian Otto of Rose, including Banque de Rose.

Prices on Application.

Address all Inquiries to

COMPAGNIE MORANA

118 East 27th St.
19 So. La Salle St.

New York City
Chicago

JASMONE JUNILLON

The recent increase in price of the Natural Flower Products has not effected any change in the price of this SYNTHETIC.

JASMONE has all the characteristics, and therefore the individuality of the Natural Flower Essence. Combines also those characters obtained usually by pomade enfleurage.

CYCLAMOL JUNILLON

Odor of Cyclamen, French Alps; used as a base for Lily, Muguet, Lilas, etc. Can be employed to advantage in new creations

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE
VIOLETTE BLANCHE MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

Manufactured by

USINES CHIMIQUES DE BOURG JUNILLON, Valence-sur-Rhone

Address All Inquiries to

ORBIS PRODUCTS TRADING CO., INC.

GENERAL OFFICES: 215 PEARL STREET, NEW YORK

Chicago Office: 326 West Madison Street
A. G. SPILKER, Mgr.

Boston Office: Board of Trade Building
F. D. HOYT, Jr., Mgr.

The Tetlow Talcum Box

*The original package of
the new construction.*



We originated this style construction for toilet powder containers—practically any shape is now possible.

MANHATTAN CAN COMPANY

BUSH TERMINAL BUILDING No. 10

BROOKLYN, N. Y.

EXTRA QUALITY

McK&R

STEARATE OF ZINC

We were the originators of Stearate of Zinc and still manufacture the finest, lightest, and whitest product. We have recently enlarged our manufacturing facilities and now offer the same grade that we have heretofore only packaged for prescription use, to manufacturers of toilet specialties.

Samples and quotations on request. Packed in 50 lb. bbls.

McKESSON & ROBBINS

Incorporated

Established 1833

NEW YORK

HAMMILL & GILLESPIE

Founded A. D. 1848.

240 and 242 FRONT ST., NEW YORK

IMPORTERS AND GRINDERS

Prime LEE MOOR, Bolted Grade of
ENGLISH CHINA CLAY (KAOLIN)

Foreign—**TALC**—Domestic**FULLER'S EARTH** (Genuine English)

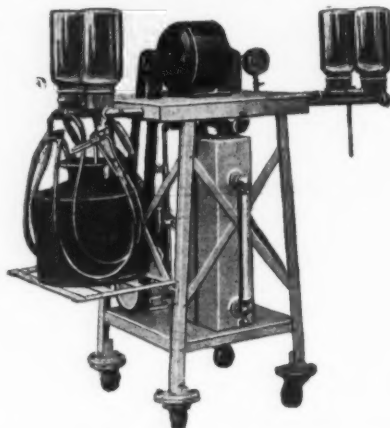
INFUSORIAL EARTH
PRECIPITATED CHALK
PREPARED CHALK

STEARATE OF ZINC
PARIS WHITE
WHITING—All Grades

VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

We Build

AUTOMATIC LABEL-
ING MACHINES
THAT WILL LABEL
FLAT, SQUARE &
PANEL BOTTLES
ON ONE SIDE OR
BOTH AT THE RATE
OF 40 TO 120
PER MINUTE.



We Build

VACUUM FILLING
SYSTEMS FOR ANY
KIND OF LIQUID
AND ANY CAPACITY
DESIRED
OUR SYSTEMS
ARE USED WHERE
ALL OTHER FILLING
DEVICES FAIL

PORTABLE VACUUM FILLING SYSTEM

ESPECIALLY BUILT FOR LIMITED FLOOR SPACE

INTERNATIONAL FILLER CORP., :: PETERSBURG, VA.

WRITE US FOR ILLUSTRATED PAMPHLET AND TESTIMONIALS

In our modernly equipped laboratory and in our experimental plant thoroughly equipped with the latest machinery and apparatus, our staff of European chemists of long practise will analyze, make commercial tests and experiments, formulas, work out chemical products, plan factories and plants and ascertain the commercial values of the following:

ALCOHOL	FOOD
SOAPS	PERFUMES
MINERAL OILS	TOILET GOODS
CHEMICAL PRODUCTS	DRUG PREPARATIONS
DYES	BEVERAGES, EXTRACTS, ETC.
BLUEING	
DYE SOAPS	

THE INDUSTRIAL RESEARCH CO.

5614 SECOND AVENUE,
BROOKLYN, N. Y.

Gold & Silver

HOT STAMPING & EMBOSING

for
*Perfume, Toilet,
Box Top and
Soap Wraps.*

*Gold Leaf work on
cloth, leather,
satin, etc.*



*Thorough work
at reasonable cost
plus intelligent
Service.*

Manhattan Label Co.

PHONE
STUYVESANT
4490

68 EAST 12th ST., NEW YORK

A SPECIALIZED CREDIT SERVICE

THAT HAS PROVEN ITS WORTH
TO THE LEADING MANUFACTURERS
OF SOAPS, PERFUMES,
TOILET ARTICLES, ETC.

IS AT YOUR DISPOSAL



TIMELY WARNINGS, INFORMATION, REPORTS, COLLECTIONS

12 FEATURES

WRITE US ABOUT THIS

Drug & Chemical Mercantile Agency, Inc.

BARCLAY BLDG.

299 BROADWAY

NEW YORK, N. Y.

NORTH STAR PRODUCTS

LANOLIN, U. S. P.

Hydrous and Anhydrous

Perfect in color and odorless

TRADE



MARK

Refined Neutral Wool Fats for all purposes

Prices lowest on the market

Samples and quotations on request

NORTH STAR CHEMICAL WORKS, Inc.
LAWRENCE, MASS.

"America's Original Refiners of Lanolin"

DONALD WILSON

SYNTHETICS
CHEMICALS
ESSENTIAL OILS



FOR TOILET SOAPS
PERFUMES
TOILET ARTICLES

80 JOHN STREET, NEW YORK

Henderson's CARAMEL COLOR

(Burnt Sugar Color)

Acid Proof, made in the finest Caramel Color plant in America by men who have made Caramel Color for 32 years.

Henderson's Caramel Color is especially adapted for Acid, Alkaline or Alcoholic products and is the best type of Color for Flavoring Extracts and Pharmaceutical products.

Send for a sample of this *better* made Caramel Color *to-day*.

THOMAS HENDERSON & CO.
—Incorporated—

Works at
Jersey City

14 Cliff St.
New York



We offer, of our own manufacture

Terpineol
Terpinyl Acetate
Benzaldehyde, U. S. P.
Citronellol
Bromstyrol
Acid Cinnamic

CALCO CHEMICAL COMPANY

Pharmaceutical Division

136 Liberty Street

New York City

THE BOTTLE CLOSURE PROBLEM IS SOLVED

to the complete satisfaction of manufacturers of toilet preparations and the consumer by

The Duplex Spring Clamp Seal

 **ACTUALLY HOLDS**

Lotions and Vanishing Cream.

The **ONLY** Seal that Seals **TIGHT**, Holds **TIGHT** and

Remains Tight under all conditions.

A PERFECT RE-SEAL

Easy to **PUT ON**, Easy to **TAKE OFF**, Easy to **REPLACE**.

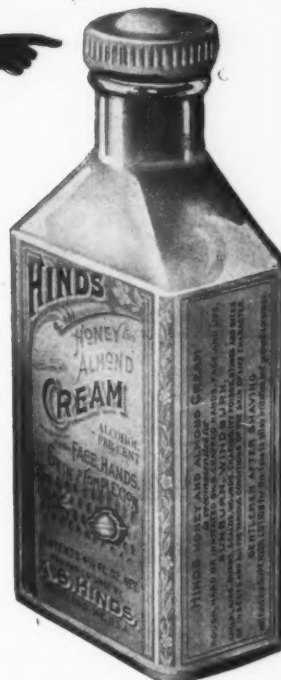
Artistic, Clean, Simple, Perfect, Moderate Cost. Keeps lip of bottle clean.

Made in Rich Enamel and Other Finishes—all sizes. Leading Glass Makers Supply Duplex Finish. *For Detailed Particulars Address*

NATIONAL METAL SEAL CORPORATION

30 Church St., New York

40 Central St., Boston



PILAR FRERES

Montaland, Seve, Lefevre & Co. (Successors)

GRASSE AND HYÈRES, FRANCE

SUPERESSENCES

SOLID and LIQUID ABSOLUTES

POMADES

SPECIALTY: FRENCH OTTO OF ROSE

The O. A. BROWN COMPANY, Inc., 99-101 BEEKMAN ST., NEW YORK

Write for descriptive manual and price list.

For Immediate Delivery

BAY RUM—BAY OIL

Highest Grade—Imported

BORNN DISTILLING CO.

Telephone Bowling Green 6476-7

1 Water Street New York City

After May 1—96 Wall St.

LIQUID SHAMPOO

SHAMPOO PASTE

LIQUID SOAP

LIQUID SOAP BASE

All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

Samples and prices on request.

JAMES COUNTS COMPANY

5236 N. Market St.,

St. Louis, Mo.

ALL THE RAW MATERIAL FOR TOILET CREAMS
 WHITE WAX STEAROL LANOLIN
COLD CREAM OILS

ZINC STEARATE Laboratory Specialties **ZINC OXIDE**
 U. S. P. Lily Brand

LARGEST PRODUCERS IN THE WORLD OF
PLYMOUTH STEARATITE
 (SUPERIOR TO ALL OTHER STEARATES)

AS
 A WHOLESOME IMPROVER FOR
 FACE AND TALCUM POWDERS

SPECIAL PERFUMES for CREAMS and TALCUMS

TRUE IMPALPABLE RICE STARCH
 (POUDRE DE RIZ)

Exports—M. W. PARSONS—Imports

Plymouth Organic Laboratories

and

New York

GEORGE SCHMITT & CO. INC.

SUCCESSORS TO

SCHMIDT & CO.

Art Lithographers and Printers

ESTABLISHED 1874

PERFUME LABELS, CARTONS
 AND DISPLAY SIGNS
 OF EVERY DESCRIPTION
 OUR SPECIALTY

GRAND & FLORENCE STS.

BROOKLYN, N. Y.



GOOD WORK !

Due to years of Effort, Careful Training, Skill and Supervision. It is so in base-ball. It is so in making collapsible tubes. There may be better tubes than Peerless Tubes. We seldom see them. There are none cleaner. Think of being able to fill tubes without first cleaning them out. May we prove it?

35 LOCUST AVE.



BLOOMFIELD, N. J.



PEERLESS POWDER PUFF CO.

177-179 E. 87th STREET

NEW YORK

VELOUR AND WOOL PUFFS

Sizes: 2", 2 $\frac{1}{4}$ ", 2 $\frac{1}{2}$ ", 2 $\frac{3}{4}$ ", 3", 3 $\frac{1}{4}$ ",
3 $\frac{1}{2}$ ", 3 $\frac{3}{4}$ ", 4", 4 $\frac{1}{4}$ ", guaranteed to be full measure

In appearance, quality and workmanship
our puffs are the peer of any in the market

Get our samples and prices

THE LORSCHIEDER-SCHANG CO., INC.

FINE PAPER BOXES AND CASES

ROCHESTER, N. Y.

AND

1133 BROADWAY, NEW YORK CITY

**\$300.00 STARTS YOU MAKING
COMPACT ROUGE AND POUDRE**

We Furnish the Machine, Formulas and Materials

WRITE NOW FOR OUR OFFER

We Also Make

OVAL AND ROUND LIP STICK MOULDS

PRICES \$75.00 AND \$100.00 UP

A. ALEXANDER, 453 19th St., Brooklyn, N. Y.

Telephone—South 1307

**CONSULTING CHEMIST
EXPERT ON PERFUMERS' PROBLEMS**Working Processes and Formulas Furnished for Perfumery, Toilet Preparations,
Shaving Creams, Etc.**NON-ALCOHOLIC FLAVORS**

CHARGES MODERATE

A. ALEXANDER, TELEPHONE SOUTH 1307 453 19th St., Brooklyn, N. Y.

Imperial Metal Manufacturing Corporation

81-83-85 Sunswick Street
Long Island City, N. Y.

Manufacturers of The Imperial Leak Proof Sprinklers

"Patented July 7th, 1914."

DO YOU KNOW

THAT THE SUPREME COURT OF
THE UNITED STATES HAS
DECLARED

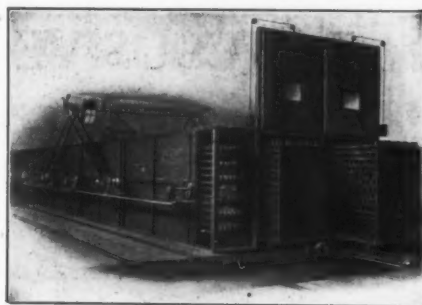
1. That an unregistered trademark is valid only in that portion of the United States where it has been actually used in business?
2. That you cannot prevent another from using your unregistered trademark in that portion of the United States where you have not previously used it?
3. That a user of your unregistered trademark in another portion of the United States can prevent you from using it there, although you may have adopted it years before he did?

From the above you will see that you may be unable to extend your business under your unregistered trademarks.

Have you protected these most valuable assets of your business by proper registration in the United States Patent Office?

Consult the Patent, Trademark and Copyright Department of the

Perfumer Publishing Company
14 Cliff St. New York City



Supreme Satisfaction

Have you ever felt the supreme satisfaction that comes from the use of an article which is the best of its kind? If you have, then you realize the sort of satisfaction enjoyed by the thousands of users of

Proctor
DRYERS

a satisfaction which is the result of efficiency and service.

If you are interested in the satisfaction Proctor Dryers are guaranteed to give in your own case, write us. This involves no cost or obligation.

PROCTOR AND SCHWARTZ, INC.
Formerly Phila. Textile Mach. Co.
PHILADELPHIA, PA.

Chicago
Charlotte

Hamilton, Ont., Can.

New York
Providence

EXCLUSIVE FANCY PAPERS NEW FRENCH DESIGNS

Made by

**Keller-Dorian, Silvin et Cie.,
Lyons, France**

YOUR INQUIRIES ARE SOLICITED

W. JOHN BUEDINGEN

AMERICAN REPRESENTATIVE
ONE MADISON AVENUE
NEW YORK CITY

CAPS

for

Cold Cream Jars

ROUGE BOXES

ATTRACTIVE DESIGNS IN
BRASS AND ALUMINUM

American Metal Works
Wayne Junction, Philadelphia

TALCUM POWDER CONTAINERS

of

QUALITY

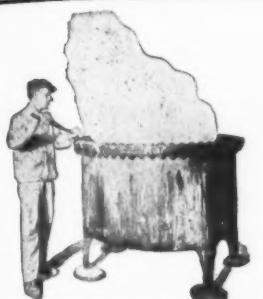
Attractive
Artistic
Arrangements

Standard and
Original
Shapes

Lithographically Decorated and Plain Metal
Packages of Every Description

FEDERAL TIN CO. Inc.

CHARLES AND BARRE STS.
BALTIMORE, MD.



MAKERS OF SOAP OVER A
QUARTER OF A CENTURY

SHAMPOO

Liquid and Base

HARRAL SOAP CO., Inc.
132 Havemeyer St., Brooklyn, N. Y.

COLLAPSIBLE TUBES OF PURE TIN

The most convincing advertisement of a good preparation is a free sample in a half-inch tube. We specialize in decorated sample-size tubes.

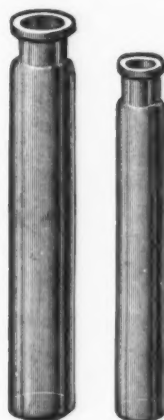
PENNSYLVANIA COLLAPSIBLE TUBE CO.
WILLIAMSPORT, PA.

A stock of our tubes is carried by Shannon & Fernheimer, 116 Duane St., New York.

VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET
NEW YORK



**MACHINE
MADE
VIALS**

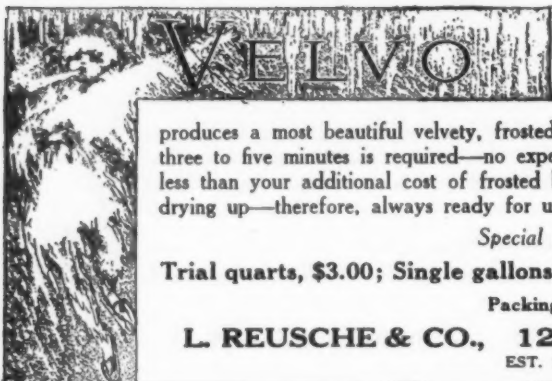
Our vials are especially adapted
for the perfumery trade.
Write for prices.

KIMBLE GLASS CO.

VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.



VELO

FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City

EST. 1881

SCHMOLLER & BOMPARD, GRASSE, FRANCE

HIGHEST CLASS CONCRETES, POMADES and ESSENTIAL OILS



SOLE AMERICAN AND CANADIAN AGENTS

E. J. SCHMIDT & CO., Succ. to Leerburger Bros.

Makers of L. B. and ESCO FLAVORS.

59 Fulton Street, New York

DESCOLLONGES FRERES

LYONS, FRANCE

Our new product

OAK MOSS liquid, B

In spite of low price giving fine and intensified odor of Oak Moss.

CHYPRE B

New note in this always fashionable perfume.

Citronellol N.

Rhodinol N.

Phenylethyl alcohol.

Write for quotations and samples.



*Sole Agents in
United States and Canada*

BENJ. FRENCH, Inc.,

160 Fifth Ave.,

New York

INTERNATIONAL ALCOHOL CORPORATION

280 BROADWAY

NEW YORK

MANUFACTURERS OF

VICTORY

(REG. U. S. PAT. OFF.)

Cologne Spirits

FOR

High Class Perfumery

and

Flavoring Extracts

SPOT DELIVERIES

INQUIRIES SOLICITED

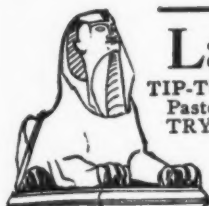
ARTICLES FOR
TOILET REQUI-
SITES IN THE
WHOLE AND POW-
DERED FORM

POWDERED NEU-
TRAL WHITE
SOAP (*Rajah Brand*)
FOR TOILET
REQUISITES

J. L. HOPKINS & CO.

NEW YORK

Importers, Exporters and Grinders of Crude Drugs



REG. U. S. PAT. OFF

TRADE MARK

Labeling Pastes

TIP-TOP PASTE POWDER. Made into a
Paste with Cold, Hot or Boiling Water.
TRY IT.

SPHINX PASTE—For high grade
labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-
board.

CONDENSED PASTE POWDER—1
lb. makes 2 gallons snow white paste
for general pasting purposes.

For further particulars write

The Arabol Mfg. Co.

100 WILLIAM STREET

New York

Glyzzerol B

A SUBSTITUTE
FOR

C. P. GLYCERINE

SOLUBLE FLOWER OILS

in all the

STANDARD ODORS

For Perfumes and Toilet Waters. Make
satisfactory odors without or with small
percentage of alcohol.

Also

**Soluble Oils of Bay and
Eau de Quinine**

Samples on request

QUINTEX MFG. CO.

1315 S. Wabash Ave., CHICAGO, ILL.

Eastern representatives,

Compagnie Genung

9 E. 170th Street, New York, N. Y.

THERE IS ONLY ONE

40% LIQUID SHAMPOO!

L. M. GOLDSMITH

NEW YORK

470 W. 150th ST.

Phone Harlem 6184

CHICAGO

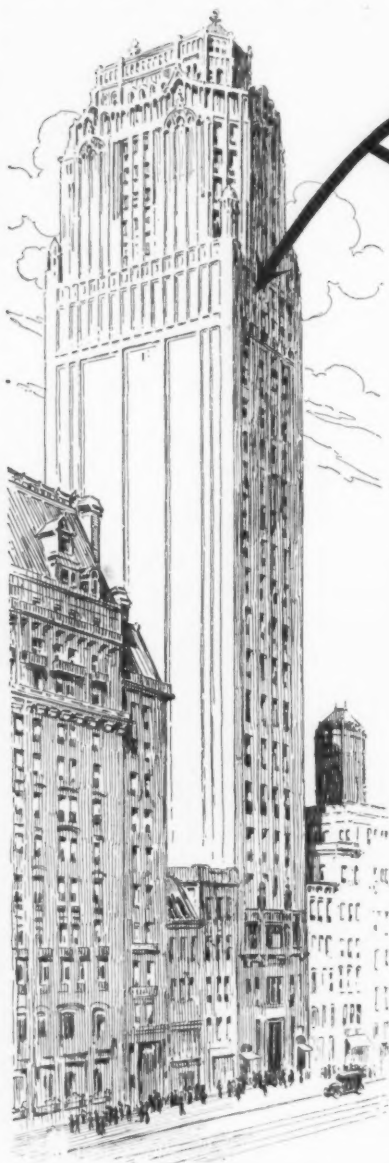
1828 REPUBLIC BLDG.

Phone Harrison 3824

Compagnie Duval

177 WILLIAM STREET

NEW YORK



See our Showroom in the Bush
Terminal Building.

Just received shipments from abroad
of chemically pure

Geraniol (from palma rosa)	Geraniol (from Citron- ella)
Phenyl Ethyl Alcohol	Phenyl acetaldehyde
Musk Artificial	Musk Ambrette
Musk Amber (Ambrette type)	
and other rare chemicals	

We also accept contracts for immediate and
future deliveries on all Natural Flower Products.
Concretes, Absolutes, Pomades.

We offer nothing but superior quality that will
please the most discriminating.

Full stock on hand of our

Neroli Artificial	Jasmin Artificial
Wistaria	Rose Otto Artificial
May Blossom	Violet Leaves

Bush Terminal Sales Bldg.
132 W. 42nd St., N. Y.

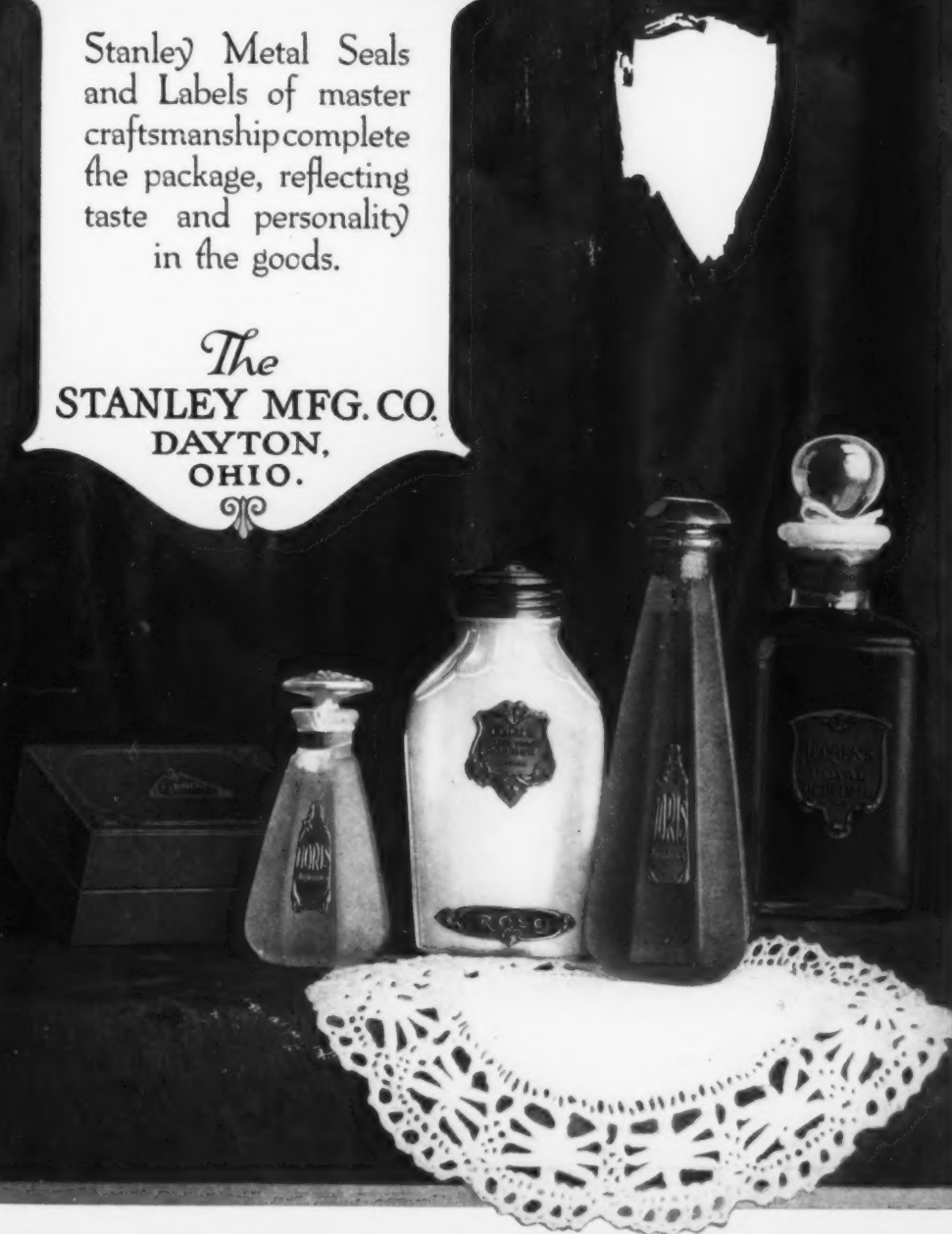
Your inquiries will receive prompt attention.
Samples and particulars on request.

STANLEY'S

METAL SEALS AND LABELS

Stanley Metal Seals
and Labels of master
craftsmanship complete
the package, reflecting
taste and personality
in the goods.

The
STANLEY MFG. CO.
DAYTON,
OHIO.



ALL WORK OF QUALITY IS NOT MADE BY CHANCE

¶ An article made for cheapness and not for excellence of workmanship is, when justly estimated, attended with much less profit to the buyer.

¶ STANLEY'S GUMMED EMBOSSED METAL SEALS AND LABELS *are a perfect combination of the finest workmanship and materials that come through years of experience.*

¶ We realize that our future growth and progress depend upon the artistic worth, durability and satisfaction to our patrons of every seal or label sent out from our factory.

New York City Representative
MR. S. WOODSON HUNDLEY - 202 W. 92nd Street
New York City, N. Y.

Chicago Representative
MR. GEO. S. FULRATH - c/o Palmer House
Chicago, Illinois

Pennsylvania Representative
MR. F. J. KUGLEN - 149 Montrose Ave.
Rutherford, N. J.

California Representative
MR. R. F. STIDHAM - P. O. Box 141
Oakland, California

St. Paul and Minneapolis Representative
MR. E. B. PALMER - 512 Globe Building
St. Paul, Minn.

The

STANLEY MANUFACTURING CO.
DAYTON, OHIO.

We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio



**ATLAS
BRAND**

FACTORIES:
BROOKLYN, N. Y. PAVONIA, N. J.

ESTABLISHED 1851

STEARATE OF ZINC

U. S. P. AND TECHNICAL

PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

No. 40 CARMINE

(Cochineal Color)

Manufactured by

H. KOHNSTAMM & CO.

11-13 East Illinois Street
CHICAGO

83-93 Park Place
NEW YORK

ROLLING MASSAGE CREAM

GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

**"KOLAB"
DEPT.**

COMMERCIAL LABORATORIES, Inc.

**NEWARK
NEW YORK**



BOTTLES

PERFUMERS' WARE

OUR SPECIALTY

MILLVILLE
BOTTLE WORKS
MILLVILLE, N. J.

GEO. N. HANNA
108 FULTON ST. - - NEW YORK

HUMMEL & ROBINSON

26 Cortlandt Street

NEW YORK

REFINERS of



LANOLIN, U. S. P.

HYDROUS
ANHYDROUS

for pharmaceutical purposes, salves, ointments,
toilet creams.

CRUDE LANOLIN
NEUTRAL WOOL FATS
for technical purposes.

THE TWITCHELL PROCESS

THE STANDARD METHOD OF
DEGLYCERINIZING
THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.
CINCINNATI, OHIO

CLEAN
ATTRACTIVE

COLLAPSIBLE TUBES

GEORGE K. DILLER

Sales Agent Wheeling Stamping Co.

90 WEST BROADWAY
NEW YORK

SETHNESS COMPANY

Manufacturers

Burnt Sugar Coloring
"Caramel"

DISTILLERS OF

OLEO
RESINS
OF

Orris
Ginger
Lovage
Capsicum
Celery
Coffee
Horehound
Vanilla

EXTRACT MAKERS HEADQUARTERS
ESSENTIAL OILS AND FLAVORING
MATERIALS

718-720-722-724 N. Curtis St., CHICAGO

Stearate of Zinc

Stearic Acid Beeswax
Ceresine

Glycerine

Carbonate of Magnesia
Caustic Potash Epsom Salts
Zinc Oxide Talc

CHAS. F. GARRIGUES
COMPANY

54 Wall Street New York, N. Y.



PRIVATE BRAND MANUFACTURERS

ROUGE
FACE POWDER COMPACTS
LIP ROUGE LIP POMADE
NAIL POLISH (Cake Form)

IN METAL & PAPER BOXES

One Quality Only

ABONITA COMPANY INC.
134 S. Clinton Street CHICAGO

Centrally Located for Quick Shipments



HIGHEST QUALITY
IN SOLID OR POWDERED FORM
STEARIC ACID
HARD, WHITE, ODORLESS
RUB-NO-MORE-CO. - FT. WAYNE, IND.

Gabriel Raphel

Manufacturer

La Courneuve
France

SYNTHETICS

Phenyl Ethyl Alcohol	Rhodinol, Extra
Phenyl Ethyl Acetate	Niobe
Benzyl Alcohol	Benzyl Acetate
Geraniol	Civette, Art.
Aubepine (Liquid)	Aubepine, Solid

Sole Representatives, U. S.

MATHESON & ATKINSON
38 Park Row New York



EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

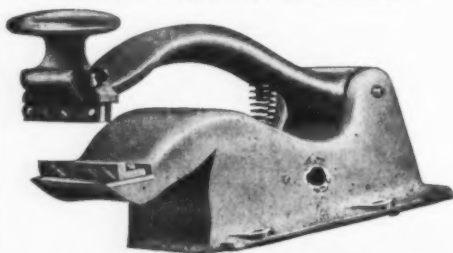
ROSE SYNTHETIC

A Product Which Will Merit Your
ATTENTION

SAMPLE FURNISHED

H. C. RYLAND
Importer and Exporter
284-6 PEARL ST. NEW YORK

THE BEST
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

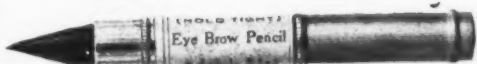
STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.



**Made and Packed with
Your Own Label or Seal**

**Rouge and Face Powder
Compacts (all shades)**

In Metal or Paste Board Boxes



**Prices
and
Samples
Furnished
Upon
Request**

*Also Makers and Importers of
"Hold-Tight" Hair Nets
and
"Hold-Tight" Hair Wavers*

Adolph Klar

221 Fourth Ave.

New York



Use Metal Clips and Fasteners

that will satisfy your every expectation.
They put the finishing touch to your tubes.

Send for samples and price

WILL YOUR TUBES STAND THIS TEST

ARTHUR COLTON COMPANY

Manufacturers of
Pharmaceutical Machinery
and Laboratory Appliances

796 Jefferson Ave.
DETROIT, MICH.



Metal Clips

All sizes to fit tubes from 1 3/8" to 3/4" Dia.



Foot Power Clip Fastener



HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
129 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. The rate is moderate, viz., 50c. per line per insertion. Please send check with copy. Address all communications to

PERFUMER PUB. CO., 14 Cliff St., New York.

BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK STEEL BARREL CO., PERTH AMBOY, N. J. Telephone 1735-2298.

WANTED—Second-hand talcum powder mixing machine, good condition; if possible with perfuming attachment. Address, Eliseo del Valle, Apartado 95, Monterey, Mexico.

MANUFACTURER retiring from business desires to dispose of two Alexander Patented Compact Rouge Machines, one round Lip Stick Mould, one Motor $\frac{1}{2}$ H. P. Direct. For information write A. Alexander, 453 19th St., Brooklyn, N. Y.

PROPRIETOR of formula for high-class, popular cologne water, will entertain proposals for manufacture, selling rights or distribution. Over thirty years on sale in America. Address, Mullin, Box 163, Millburn, New Jersey.

A COMPLETE going toilet preparation company, possessing among other things some of the finest cream and perfume formulas existing; also good will, stock on hand, etc. Owner about to retire from active business life. Address P. O. Box 51, S. O., New York City.

(Continued on page 98)

LILAC

"VANNA"

A beautiful new oil, of the popular vegetal character,
fresh and flowery

$\frac{1}{2}$ oz. to 50% alcohol

1 oz. to 75% alcohol

Will produce the best Lilac Toilet Water on the
market

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
New York

1114 State - Lake Bldg.
Chicago

IF YOU NEED ANY KIND OF MACHINERY

ASK US

Perfumer Publishing Company
14 Cliff St. New York

Information Department



Do Your Boxes Make the Best Appeal?

You know how much it means to have right boxes and labels for your toilet goods. So do we.

Let us consult with you about the designs for your boxes, and quote you prices for their execution, whether plain or embossed.

We assure originality and exceptional quality, without excessive costs.

L. Kehlmann Co.

Designing, Printing, Embossing,
229 West 28th Street New York



We Export and Import

Essential Oils, Concretes,
Finished Products and Etc.

Agencies throughout the world

IF YOU

Have Goods to Export
Products to Market Here
Want to Import Goods
Need Anything

SEE US

Pierre Namron Company
INCORPORATED

Imported 1 dram bottles with hand-ground
elongated stoppers, and nickel plated metal
caps.

New York Office — 1416 Broadway, New York, N. Y.

PHONE BRYANT 2757

PRICES UPON APPLICATION

BUSINESS OPPORTUNITIES

(Continued from page 96)

SALESMAN, essential oils and allied products, some capital, to join chemist in business proposition. Address, B. O. No. 762, care of this journal.

A PROGRESSIVE and growing manufacturer of liquid soaps and shampoos needs two things in one: a hustling salesman and five thousand dollars. New York. Address B. O. No. 763, care of this journal.

SITUATIONS WANTED

ESSENTIAL OIL CHEMIST, thoroughly experienced in all kinds of testing work, having had charge of testing and control laboratory of large concern; capable of compounding flavors and perfumes; competent to direct manufacturing processes; wishes to make connections with first class house in or near New York. Address, S. W. No. 760, care of this journal.

POSITION WANTED by practical man, 36 years of age, married; German; in the manufacturing of perfumes, creams, cosmetics, talcum, face and tooth powders, household remedies, etc., capable of taking complete charge of manufacturing and finishing department, buying, etc. Address S. W. No. 764, care of this journal.

**BOOKS, TRADE MARKS,
PATENTS**

Write for our booklet "ACTUAL RESULTS"

PERFUMER PUB. CO.,
14 Cliff St., New York.

The
Soap Maker's Hand Book

of
**Materials, Processes and Receipts for
Every Description of Soap**

including fats, oils, and fatty acids; examination of fats and oils; alkalies; testing soda and potash; machines and utensils; hard soaps; soft soaps; textile soaps; washing powders and allied products; toilet soaps, medicated soaps, and soap specialties; essential oils and other perfuming materials; testing soaps.

EDITED CHIEFLY FROM THE GERMAN OF

DR. C. DEITE, A. ENGELHARDT, F. WILTNER,
AND NUMEROUS OTHER EXPERTS.

WITH ADDITIONS

BY

WILLIAM T. BRANNT,

EDITOR OF "THE TECHNO CHEMICAL RECEIPT BOOK."

ILLUSTRATED BY FIFTY-FOUR ENGRAVINGS

THIRD EDITION, REVISED AND IN GREAT PART REWRITTEN, SOON READY.

PRICE, \$6.00

PERFUMER PUBLISHING CO.

14 Cliff Street

New York

WHITTAKER

ESTABLISHED 1890

FOREIGN—TALC—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

IMPORTERS AND EXPORTERS

250 Front St.

New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPPECANOE CITY, OHIO

STOKES

Powder Filling Machines

are packing most of
the best makes of

Toilet Powders
on the market.

They handle any
shape of container

Rapidly and
Accurately

Send for circular



F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.



THE IMPORTANT PERCENTAGE OF ALCOHOL

is now more important than ever. Prohibition regulations forbid the use of unnecessary alcohol and good business judgment requires similar prudence.

GRAVES' XXX EXTRA SPECIAL COLOGNE SPIRITS

is of an exclusive quality and really enables you to use a smaller percentage than with ordinary alcohol. This not only makes for economy, but better infusions as well.

Try a 5 gallon lot.

C. H. GRAVES & SONS,

35 Hawkins St., Boston, Mass.

TALC

HIGHEST GRADE

Buy Direct of the
UNION TALC CO.
 MANUFACTURERS
 132 Nassau St. New York

IF YOU NEED ANY
 KIND OF
 MACHINERY
 ASK US

Perfumer Publishing Company
 14 Cliff Street New York
 Information Department

NAIL POLISH CAKES

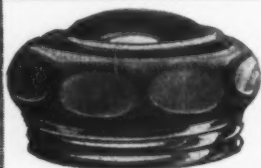
SUPPLIED IN
 ANY QUANTITIES
 WRITE FOR SAMPLES AND PRICES

R. MERTIN, Inc.
 31 Albany St. BOSTON, MASS.

WRITE US FOR

INFORMATION REGARDING
 TRADE-MARK PROTECTION

PERFUMER PUBLISHING CO.
 14 Cliff Street New York



No. 116



No. 47



No. 167



No. 148



No. 171—OPEN. (Pat.)

BRASS GOODS MFG. CO.

345 Eldert St., Brooklyn, N. Y.

Designers and manufacturers of Sheet Metal
 Specialties—such as Caps for Talcum and Tooth-
 powder Cans and Jars, in Brass—Polished,
 Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a
 sample of what you are using and we will submit quotations.

No. 162—
SELF-CLOSING CAP.

No. 138.



No. 138—CLOSED. (Pat.)

Play Safe! Pack Your Goods Right!

The quality of your product is the keynote of your reputation. The condition in which your goods reach the ultimate consumer is the important detail that makes or mars your good-will.

Safeguard this vital asset by every care in packing.



Protective Papers

Glassine—Vegetable Parchment—Grease Proof—Parchoid

safeguard your product and good-will on that journey from your factory (over the counter) to the consumer.

Each one of these papers has distinctive qualities that make it best for the purpose—all can be creased or folded without cracking. They will improve a poor package and make a good package better. Supplied in sheets, rolls or circles. Your jobber can supply you.

Write today for samples.

For the convenience of the Western Trade, we carry a complete stock of Diamond-F Protective Papers at our Chicago warehouse and factory, 1656 Besley Court.

Diamond State Fibre Company

Bridgeport, Pa.

Dept. G.

(Near Philadelphia)

In Canada, Diamond State Fibre Company of Canada, Ltd., Toronto, Canada

Also makers of Diamond Fibre—"A Remarkable Material"

J. N. LIMBERT & CO.

12 South Marshall Street
PHILADELPHIA

**Importers
of
Vanilla Beans**

All Varieties

EMBOSSSED SEALS AND LABELS



GOLD
AND
SILVER

COLORS
AND
TINTS

*For Perfume, Toilet
and Soap Manufactures
And any other purpose
where seals are used
All manufactured on our
premises*

High Grade Paper Boxes Exclusively

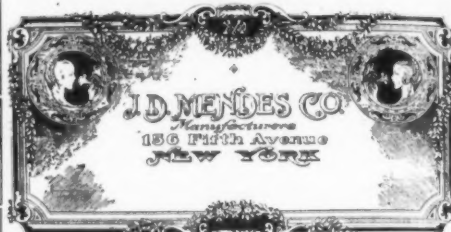


Wm. Buedingen & Son.

NEW YORK
WOOLWORTH BUILDING
KARL VOSS, Mgr.



ROCHESTER
33 CANAL ST.
MAIN OFFICE & WORKS



Rouge and Powder Compacts

In Handsome Gilt Metal Boxes
A Convenient Pocket Vanity Case

Lip Sticks, Lip Rouge

In Attractive Gilt Metal Sliding Tubes

Toilet and Manicure Specialties

Neutral and Private Brands

SOLVENTS AND INTERMEDIATES FOR PERFUME SYNTHETICS

ISO-BUTYL ALCOHOL Gravity .809 @ 15°C
Boiling Range: 97% Between 101-107°C
50% " 104-107°C

NORMAL-PROPYL ALCOHOL

Gravity .820 @ 15°C
Boiling Range: 50% Between 90-97°C
40% " 97-103°C

ISO-AMYL ALCOHOL

Gravity .815 @ 15°C
Boiling Range: 128-132°C

ANHYDROUS ACETIC ETHER U. S. P.

Gravity .898 @ 15°C
Boiling Range: 76-77°C
Ester 99%

All Products Are Water White and Free From Acid and Water

U. S. INDUSTRIAL
CHEMICAL
COMPANY



27 WILLIAM STREET
NEW YORK
N. Y.

INDEX TO ADVERTISEMENTS

Abonita Co., Inc.	93	Counts Co., James.	81	Harris, Jacob.	58
Addison Litho. Co.	10	Court, Bruno.	Insert	Heine & Co.	Insert
Alexander, A.	84			Helter, H. L.	63
Allen & Sons, Ltd., Stafford.	50	Davies Young Soap Co.	91	Henderson & Co., Thos.	80
American Aniline Prod., Inc.	49	DeLaire, Fabriques.	42	Hollands Dis. Ltd.	37
American Can Co. Front Cover and	9	Delphi Products	57	Hopkins & Co., J. L.	89
American Machy Co.	59	De-Lorme-Holman Co.	38	Houchin-Alken Co.	62
American Metal Works.	86	Descollonges Freres.	88	Hugues Aine.	50
Amole Soap Co.	99	Diamond State Fibre Co.	101	Hummell & Robinson.	92
Arabol Mfg. Co.	89	Diller, Geo. K.	93	Hygienic Tube Co.	72
		Dodge & Olcott Co.	42		
Barrett & Co., M. L.	20	Dragon Paper Mfg. Co.	101	Illinois Glass Co.	40
Beiser Co., Edward T.	24	Drug & Chemical Merc. Agency.	79	Imperial Metal Mfg. Co.	85
Bennett & Davis.	14	Dunn & Kruse.	104	Industrial Research Co.	78
Berg, Ind. Alc. Co., David.	28	Dupont, Justin.	32	International Alcohol Corp.	88
Bernard-Escoffier Fils.	38	Duval, Compagnie.	90	International Filler Corp.	78
Bertrand Freres.	19			Ising Corp., C. E.	39
Bompard, P. A.	24	Elson & Brewer, Inc.	46	Jacbro Products Corp.	99
Bond Mfg. Co.	21	Essential Oils Specialties Co.	51	Jarden Litho Co., The.	72
Bornn Distilling Co.	81	Evergreen Chem. Co.	43	Junillon, Usines de.	72
Brass Goods Mfg. Co.	100	Federal Products Co.	22		
Brauer & Co., Elijah.	54	Federal Tin Co.	86	Kayser & Fils, Henry.	67
Brown Co., Inc., O. A.	36 and 81	"Flora" Chemical Works.	36	Keeney-Karmen Co.	Insert
Brugg Chem. Wks.	58	Florasynth Laboratories, Inc.	52	Kehimann Co., L.	97
Buedingen, Wm., & Son.	102	French, Inc., Benj.	88	Kimble Glass Co.	87
Buedingen, W. John.	86	Fries & Fries.	5	Klar, Adolph.	95
Bush & Co., Inc., W. J.	1	Fritzsche Brothers, Inc.	4	Kohnstamm & Co., H.	91
				Krause, Richard M.	Insert
Calco Chem. Co.	80	Garrigues Co., Chas. F.	93		
Carr-Lowrey Glass Co.	16	Givaudan & Co., L.	3	La Meda Mfg. Co.	66
Colton Co., Arthur.	95	Goldsmith, L. M.	89	Lathrop & Co., H. R.	
Chris Co., Antoine.	6 and 7	Graves & Sons, C. H.	99		Inside Front Cover
Christoff, Christo.	75	Gross & Co., Geo. V.	15	Lautier Fils.	2
Clifton Chem. Co.	105			Lawson & Co., Inc., John D.	75
Commercial Laby's, Inc.	91	H. K. H. Silk Co.	96	Lemoine, Inc., Pierre.	33
Commonwealth Chem. Corp.	48	Hamilton, J. T. & A.	103	Levy, Maurice.	37
Commonwealth Prod. Corp. 29, 30 and	31	Hammill & Gillespie.	77	Limbirt & Co., J. N.	101
Consolidated Fruit Jar Co.	104	Hanna, Geo. N.	92 and 103	Loesser Mills, Inc., E.	74
		Harral Soap Co.	87		

(Continued on page 105)

WANTED

Monthly contracts for supplying and filling customers' tubes with Shaving Cream, Dental and Face Creams. Unlimited capacity. Prompt shipments. We will be pleased to estimate on your requirements. Ask us for samples and quotations.

The Trade Laboratories Inc.
320 Market Street
NEWARK, N. J.

J. T. & A. Hamilton Co.
PITTSBURGH, PA.



**BOTTLE
MAKERS**

**TOILET WATER
BOTTLES**

**AND OTHER WARE
FOR PERFUMERY
TRADE**

GEO. N. HANNA

108 Fulton St.

New York

TALC

DUNN & KRUSE : : New York

BOOKS

When you want any book on perfumes, soaps, etc. write us.

Perfumer Pub. Co.

14 Cliff St.
NEW YORK

Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.


NEW BRUNSWICK, N. J.

H.D. Smack Co.

*80 John Street
New York*

**All grades of
VANILLA BEANS**

GUMS
*Arabic Tragacanth
Crude Powdered*
POWDERED KARAYA GUM



FINEST ITALIAN OILS

Terpeneless, Concentrated, Soluble

R. SUBINAGHI & CO.

MILAN (ITALY)

Factories at AFFORI, near Milan, at MESSINA, Sicily,
and at VIGONE, near Torino.

SPECIALTIES:

All Italian Essential Oils, Natural & Terpeneless

GUARANTEED PURE

BERGAMOT	NEROLI BIGARADE
LEMON	PETITGRAIN
CEDRAT	PEPPERMINT (Piedmontese)
MANDARIN	LAVENDER (Alpine)
ORANGE, Sweet & Bitter	FLORENTINE ORRIS

Ask for Price List and Samples

Agents desired for the United States.

For your Fine Perfumes use

WEBB'S C. P. COLOGNE SPIRITS

JAMES A. WEBB & SON

50 and 52 Stone Street

NEW YORK

INDEX TO ADVERTISEMENTS—Continued

Lorschelder-Schang Co.....	84	Peerless Tube Co.....	87	Standard Chem. Co.....	26
Lueders & Co., George.....	2 and 3	Pennsylvania Coll. Tube Co.....	87	Standard Specialty & Tube Co.....	94
McKesson & Robbins.....	77	Pfaltz & Bauer.....	73	Stanley Mfg. Co.....	Insert
Magnus, Mabee & Reynard, Inc.....	42	Pilar Freres.....	81	Stokes Machine Co., F. J.....	99
Manhattan Can Co.....	76	Plymouth Organic Laboratories.....	82	Subinaghi & Co., R.....	104
Manhattan Label Co.....	78	Polak & Schwarz.....	13	Swindell Bros.....	45
Matheson & Atkinson.....	94	Polak's Frutal Works.....	61	Synfleur Scientific Laboratories.....	Insert
Mendes Co., J. D.....	102	Proctor & Schwartz, Inc.....	85	Thurston & Braidich.....	87
Mero & Boyveau.....	57	Quintex Mfg. Co.....	89	Tin Decorating Co.....	27
Mertin, Inc., R.....	100	Raphael, Gabriel.....	94	Tombarel Freres.....	43
Metal Package Corp.....	41	Reusche & Co., L.....	88	Trade Laboratories, Inc.....	103
Milville Bottle Works.....	92	Robertet & Co., P.....	Insert	Trece Labys.....	56
Morana, Compagnie.....	Insert, 8 and 75	Rockhill & Vietor.....	Front Cover, 17, 18 and 19	Twitchell Process Co.....	92
Muhlethaler Co., Ltd., The.....	8 and Insert	Rodgers, Geo. G.....	60	Ungerer & Co.,	
Naarden, N. V., Chem. Fab.....	18	Rormond Chem. Wks.....	25	Inside Front and Back Covers, 23 and 50	
Nadal & Desparmet.....	68	Rognetta, Salv.....	Insert	Union Talc Co.....	100
Naef & Co., M.....	Inside Front Cover	Roure-Bertrand Fils.....	32	U. S. Ind. Chem. Co.....	102
Namron Co., Pierre.....	97	Rub-No-More Co.....	94	Valmont Mfg. Co., Inc.....	35
National Gum & Mica Co.....	68	Ryland, H. C.....	94	Van Ameringen, A. L.....	12 and 13
National Metal Seal Co.....	81	Schmid, Julius.....	Insert	Van Dyk & Co.....	55
New England Collapsible Tube Co.....	26	Schmidt & Co., E. J.....	88	Van Dyk, L. A.....	96
North Star Chem. Wks.....	79	Schmitt & Co., Inc., George.....	82	Velvaton Powder Puff Co.....	Insert
Orbis Products Trading Co.....	43, 44 and 76	Schmoller & Bompard.....	88	Webb & Sons, Jos. A.....	105
Owens Bottle Co.....	53	Sethness Co.....	93	Wheaton Co., T. C.....	47
Pappazoglou & Co., Botu.....	23	Smack Co., A. D.....	104	Whitall Tatum Co.....	23
Parento, Compagnie.....	69	Societe Chimique du Rhone.....	46	White Metal Mfg. Co.....	34
Park & Tilford.....	65	Sonneborn & Co., L.....	106	Whitaker, Clark & Daniels, Inc.....	98
Parsons, M. W.....	82	Sozio, J. & E.....	46	Wilson, Donald.....	80
Pasquale & Co., Fratelli de.....	44	Sparhawk, Chas. V.....	2, 8, 25 and 71	Wirz, Inc., A. H.	
Peerless Powder Puff Co.....	83			Outside Back Cover and	11
				Zagara, La.....	73

→ **FOAMWEL** ←

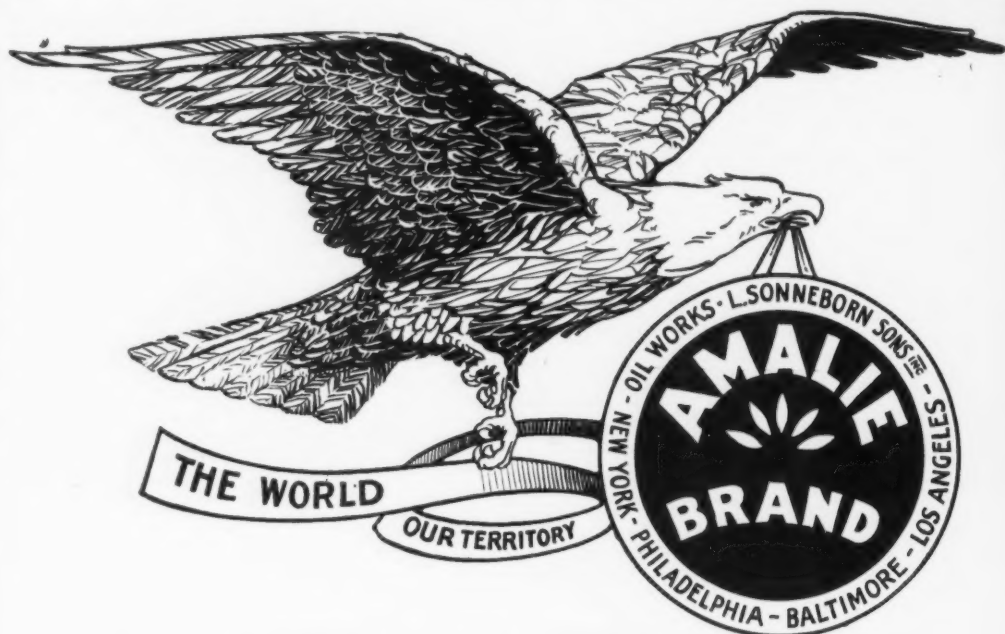
LIQUID SHAMPOO SOAP

REPRESENTS THE BEST POSSIBLE VALUE EVER OFFERED TO THE
PERFUMERY AND BARBER SUPPLY TRADE

**BULK ONLY
CONTRACTS SOLICITED**

**VARIOUS GRADES
MADE TO ORDER**

CLIFTON CHEMICAL CO. Clifton Bldg.
246A Front St. **NEW YORK**



PRODUCT FOUNDATIONS

AN old story is the one about the man who built his house upon the sands, and the man who built his upon the rock. Yet it is a story always new—always timely. It bears a moral for every builder, no matter what he is building.

It carries a message to the manufacturer because without a proper foundation a manufacturer's finished product cannot be stable. It cannot be stable enough to withstand the storms of use to which it is put unless it is built upon a rock-like foundation.

Finished products take the character of the raw products upon which they are built. The raw products are the foundation. And when those raw products are of such high quality that they stand any test, the finished product will stand any test. After all, the test of service is the test that counts. Quality built upon a foundation of quality meets service with conquering ability. Men with most sound business sense insist upon highest quality in all of the raw products in which they invest—whether they are oil products or any other kind.

Our assertion is that, where it is a matter of oil products, where quality is required as a fundamental, where foundations must be as firm as bed rocks, Amalie Brand stands supreme.

Amalie Medicinal White Oil
Amalie Technical White Oil

Amalie Petrolatums, U. S. P.
Amalie Snow White Mineral Jelly

(Address correspondence to White Oil and Petrolatum Division)

L. SONNEBORN SONS, INC.

General Offices: 262 Pearl Street, New York City

Refineries: Petrolia, Pennsylvania

Factories: Belleville, N. J.

